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UNITED STATES BANKRUPTCY COURT  
FOR THE DISTRICT OF NEVADA

\* \* \* \* \*

IN RE: Case No. 21-14978-abl  
(Chapter 11)

SILVER STATE BROADCASTING, LLC Jointly Administered with:

☐ AFFECTS THIS DEBTOR.

21-14979-abl	Golden State Broadcasting, LLC
21-14980-abl	Major Market Radio LLC

☐ AFFECTS GOLDEN STATE  
BROADCASTING, LLC

☐ AFFECTS MAJOR MARKET RADIO  
LLC

Hearing Date: October 17, 2022  
Hearing Time: 2:30 p.m.

☒ AFFECTS ALL DEBTORS.

**DEBTORS' THIRD AMENDED DISCLOSURE STATEMENT**

Dated: September 27, 2022

Filed by: STEPHEN R. HARRIS, ESQ.  
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## **I. INTRODUCTION**

SILVER STATE BROADCASTING, LLC, GOLDEN STATE BROADCASTING, LLC, and MAJOR MARKET RADIO LLC, Jointly Administered Debtors and Debtors-in-Possession herein ("Debtors") in the above-captioned Chapter 11 cases, provide herewith the information contained in this DEBTORS' THIRD AMENDED DISCLOSURE STATEMENT ("DISCLOSURE STATEMENT") to all known creditors and other parties in interest of the Debtors in order to disclose that information deemed material, important, and necessary to the creditors to arrive at a reasonably informed decision in exercising their rights to vote for acceptance of the Plan of Reorganization.

Together with this DEBTORS' THIRD AMENDED DISCLOSURE STATEMENT, each creditor should also have received a copy of the DEBTORS' SECOND AMENDED PLAN OF REORGANIZATION ("PLAN"), a form Ballot on which creditors and other parties in interest who are entitled to vote may cast their respective votes, and a copy of the ORDER APPROVING DEBTORS' THIRD AMENDED DISCLOSURE STATEMENT which indicates that the Bankruptcy Court has approved this DEBTORS' THIRD AMENDED DISCLOSURE STATEMENT for circulation to creditors in that it contains information of a kind and of sufficient detail, as far as its reasonably practicable, to enable creditors and other parties in interest to make an informed decision about the PLAN. As indicated in the Instructions accompanying the Ballot, which is the form on which you may cast your vote to accept or reject the PLAN, the Ballot must be mailed to Debtors' counsel in time to ensure that your Ballot will be received by the due date. Ballots received after the due date may not be counted.

You are urged to carefully read this DEBTORS' THIRD AMENDED DISCLOSURE STATEMENT and the DEBTORS' SECOND AMENDED PLAN OF REORGANIZATION before deciding to accept or reject the PLAN. Particular attention should be directed to the provisions of the PLAN affecting your rights as well as the Liquidation Analysis which describes the results which would be obtained in the event the Debtors' business is discontinued and its assets liquidated.

## 1 **II. THE CHAPTER 11 CONFIRMATION PROCESS**

2 The Chapter 11 confirmation process is governed, in large part, by the Bankruptcy Code.  
 3 Under the Bankruptcy Code, to be confirmed, the DEBTORS' SECOND AMENDED PLAN OF  
 4 REORGANIZATION must be accepted by at least one (1) Class of Creditors whose claims  
 5 against the Debtors will be "impaired" under the PLAN. Claimants who are scheduled to receive  
 6 full payment on their Claims without modification or changes to their right to payment are deemed  
 7 to have accepted the PLAN and do not vote. Only Creditors whose Claims are "impaired" or their  
 8 right to payment terms is modified or changed are entitled to vote in favor of accepting or rejecting  
 9 the PLAN. A Class of claims is "impaired" if the amount to be paid to the Class provides the  
 10 Claimants in that Class with less than full payment of the Allowed Claims in that Class or the  
 11 terms for repayment are extended beyond the contractual due date or some other contractual terms  
 12 are changed. Acceptance by such Class requires that at least one-half of the Creditors in the Class  
 13 who cast accepting votes on the PLAN and hold at least two-thirds of the total dollar amount of  
 14 the Claims in that Class casting votes on the PLAN.

## 15 **III. DISCLAIMER**

16 **NO REPRESENTATIONS CONCERNING THE DEBTORS, THEIR FUTURE**  
 17 **BUSINESS OPERATIONS OR VALUE OF PROPERTY, ARE AUTHORIZED BY THE**  
 18 **DEBTORS, OTHER THAN AS SET FORTH IN THIS DEBTORS' THIRD AMENDED**  
 19 **DISCLOSURE STATEMENT. ANY REPRESENTATIONS OR INDUCEMENTS MADE**  
 20 **TO SECURE ACCEPTANCE OF THE DEBTORS' SECOND AMENDED PLAN OF**  
 21 **REORGANIZATION WHICH ARE NOT CONTAINED HEREIN OR IN THE**  
 22 **DEBTORS' SECOND AMENDED PLAN OF REORGANIZATION SHOULD NOT BE**  
 23 **RELIED ON BY ANY CREDITOR OR OTHER PARTY IN INTEREST. ALTHOUGH**  
 24 **THE FINANCIAL INFORMATION CONTAINED HEREIN IS BELIEVED TO BE**  
 25 **ACCURATE, IT HAS NOT BEEN SUBJECTED TO ANY CERTIFIED AUDIT AND IS**  
 26 **NOT WARRANTED OR REPRESENTED TO BE ERROR FREE.**

## 27 **IV. DEBTORS' HISTORY**

28 On October 19, 2021, Silver State Broadcasting, LLC ("Silver State"), Golden State

1 Broadcasting, LLC (“Golden State”), and Major Market Radio LLC (“Major Market”)  
 2 (collectively “Debtors”) filed their Chapter 11 voluntary petitions as Case Nos. 21-14978-abl, 21-  
 3 14979-abl, and 21-14980-abl, respectively.

4 Each of the Debtors is an independent radio broadcasting company. Silver State owns the  
 5 FCC licenses for FM radio station KFRH N. Las Vegas, Nevada, AM radio station KBET,  
 6 Winchester, Nevada, and associated translator facilities, while Debtor Major Market owns the  
 7 FCC licenses for FM radio station KRCK-FM, licensed to Mecca, California and two associated  
 8 FM translator stations licensed to Palm Desert, California. Debtor Golden State is the licensee of  
 9 FM broadcast station KREV, Alameda, California. Most of the value in the bankruptcy estates  
 10 consists of the FCC licenses for foregoing radio broadcast stations (collectively the “Radio Station  
 11 Group”). Three of the radio stations (KFRH, KREV and KRCK-FM, the “Radio Stations”) are  
 12 the Debtors’ primary assets. They were the subject of a receivership action in the District Court<sup>1</sup>  
 13 commencing July of 2020. At that time, pursuant to an order of the District Court and the ensuing  
 14 grant by the FCC of a set of “short form” assignment applications, the licenses for the core Radio  
 15 Stations were assigned to the former and now displaced receiver, W. Lawrence Patrick  
 16 (“Receiver”).

17 Prior to the Receiver’s control, the Radio Stations broadcast regular programming and  
 18 historically generated revenues of approximately \$80,000 per month, although certain years were  
 19 better than others depending on economic and market conditions. After the Receiver took control,  
 20 he dismantled the Radio Stations’ programming, sales, marketing, streaming, websites, email  
 21 accounts, and technical and engineering operations, and allowed them to be managed by VCY  
 22 under a Local Marketing and Programming Agreement (“LMA”) (effective March 15, 2021),  
 23 whereby VCY paid the Receiver the egregiously low price of \$5,000 per month for all three (3)  
 24 FM licensed Radio Stations. The LMA revenue of \$5,000 per month for all three Radio Stations  
 25 was not enough to even cover the Receiver’s claimed “management” fee of \$7,500 per month.  
 26 VCY instantly supplanted decades of the Radio Stations’ history, ratings, audiences, and revenues

27  
 28 <sup>1</sup> United States District Court Central District of California, Case No. 5:16-cv-00600-JGB, *WB Music Corp., et al. v. Royce International Broadcasting Corp., Playa Del Sol Broadcasters, Silver State Broadcasting, LLC, Golden State Broadcasting, LLC, and Edward R. Stolz, II*



stemming from mass-appeal, commercial, community-based popular music formats with a non-commercial 24-hour financial solicitation, non-profit gospel format. VCY used the Debtors' Radio Stations to solicit religious contributions in amounts it has not yet disclosed. The Receiver's actions damaged the Debtors' long-standing sales and marketing agreements and programming relationships. The Receiver also ignored the Radio Stations' existing financial obligations during his tenure, such as utilities, payroll, and office and transmitter site lease rents, even though he had taken control of the Radio Station assets and revenues.

The Debtors filed their Chapter 11 cases on October 19, 2021, because the Receiver was irreparably damaging their Radio Stations and seeking to unnecessarily sell the Radio Stations to VCY for significantly less than their market value.

After the bankruptcy filings, the Receiver refused to voluntarily turn over the Debtors' assets causing the Debtors to file their *Emergency Joint Motion for Order Directing Court Appointed Receiver to Turnover Property Pursuant to 11 U.S.C. § 543(a) and (b)* (DE 30) ("Turnover Motion"). In turn, the Receiver filed his *Emergency Motion to Excuse Turnover in Favor of Receiver and to Dismiss/Abstain, or, Alternatively, for Stay Relief and/or Conversion* (DE 45) ("Excuse Motion"). The Debtors' Turnover Motion and the Receiver's Excuse Motion were both set for hearing on December 20, 2021, pursuant to an order of the Court. After hearing oral argument, the Honorable Judge Landis continued the hearings to January 31, 2022, at 1:30 p.m., to enter his oral ruling. On February 7, 2022, this Court entered its *Order Granting Debtor's Emergency Motion for Turnover* (DE 115) ("Turnover Order") and its *Order Denying Receiver's Emergency Motion to Excuse Turnover* (DE 116). Pursuant to the Turnover Order, the deadline for the Receiver to prepare, sign, and file with this Court an accounting of any property of the Debtors, or proceeds, product, offspring, rents, or profits of such property that, at any time came into the possession, custody, or control of the Receiver (the "Accounting"), was April 8, 2022 (the "Accounting Deadline").

## V. DESCRIPTION AND VALUATION OF DEBTORS' ASSETS

The Debtors' known personal property assets (there are no real property assets) which existed on the Petition Date, are generally described as follows:

**Silver State Broadcasting, LLC:**

<u>Description</u>	<u>Est. Market Value</u>
- Radio licenses for K276GW (translator), KFRH FM (full service N. Las Vegas, Nevada) and KBET AM (full service)	\$20,000,000
-Potential malpractice claims in excess of \$50,000 against Jeffrey J. Whitehead, Esq.	\$1,500,000 (est.)
- Potential malpractice claims against Dariush G. Adli, Esq.	\$ 6,000,000 (est.)
- Claims for breach of fiduciary duty and other possible Causes of action against W. Lawrence Patrick, as Receiver	\$ 6,000,000 (est.)

**Golden State Broadcasting, LLC:**

<u>Description</u>	<u>Est. Market Value</u>
-Security deposit with Executive Park Properties, LLC	\$ 16,000
-Radio license for KREV FM (full-service Alameda, California)	\$15,000,000
-Potential malpractice claims against Dariush G. Adli, Esq.	\$ 6,000,000 (est.)
-Claims for breach of fiduciary duty and other possible Causes of action against W. Lawrence Patrick, as Receiver	\$ 6,000,000 (est.)

**Major Market Radio LLC:**

<u>Description</u>	<u>Est. Market Value</u>
-Security deposit with Suresh Shah	Unknown
-Radio license for KRCK-FM (full-service Mecca, California), K238AK (translator), and K251BX (translator)	\$ 5,000,000
-Potential malpractice claims against Dariush G. Adli, Esq.	\$ 6,000,000
-Claims for breach of fiduciary duty and other possible Causes of action against W. Lawrence Patrick, as Receiver	\$ 6,000,000 (est.)

## **VI. SIGNIFICANT POST-PETITION EVENTS**

The following significant events have occurred post-petition:

The Debtors obtained Court approval to employ Harris Law Practice LLC as their general bankruptcy counsel. *See* DE 114. On November 19, 2021, this Court entered in each case an *Order Authorizing Joint Administration of Cases*, jointly administering Silver State, Golden State, and Major Market, and designating Silver State, as the lead case (Case No. 21-14978).

As indicated previously, the Court also granted the Debtors' Turnover Motion requiring the Receiver to immediately turn over to the Debtors all their assets and file an Accounting with the Court by April 8, 2022.

The Receiver has done very little to comply with his duties under the Turnover Order. Debtors' counsel filed applications with the FCC seeking assignment of their licenses to the Debtors (FCC Licensing Management System File Nos. 0000130807, 00001308 and 0000130810). The FCC granted the applications, and the licenses are once again in the Debtors' names. The Receiver also delivered to Debtors' counsel a check made payable to "Royce International" in the sum of \$1,418.64. But the Receiver failed to inventory and turn over all the remaining Radio Station equipment which was located at the Debtors' business premises and tower transmitter sites when the Receiver took control of the Radio Stations. Although the Radio Station equipment was legally owned by non-debtor third parties, Royce International Broadcasting, Inc. or Edward Stolz, the Debtors had possessory rights in the Radio Station equipment for their Radio Station operations when the Receiver took control.

The Receiver has additionally refused to account for damage and destruction of broadcast equipment or theft of broadcast equipment, which was damaged or dissipated during the Receiver's period of control. Further, the Receiver has failed to return keys to the Debtors for the premises and for a vehicle previously used by the Debtors, thus incapacitating it. The Receiver has not returned any of the Debtors' documents, computer files, passwords, email accounts, streaming broadcasts, or other intangibles. After numerous requests, the Receiver only responds that he "believes" equipment should be at various locations, or he claims he never took possession even though he fought the Debtors tooth-and-nail in the United States District Court to obtain

1 control of the Radio Stations, not just the FCC licenses. Indeed, District Court documents which  
 2 the Receiver has filed in this Chapter 11 case show that the Debtors and Mr. Stolz complied with  
 3 providing the Receiver with keys, passwords, leasehold information, documents, and other  
 4 information.

5 On March 11, 2022, the Receiver filed his accounting [DE 141], but it did not comply  
 6 with the specific requirements for the Accounting set forth in the Turnover Order. In light of the  
 7 Receiver's failure to comply with the Turnover Order, the Debtors filed their *Debtors' Motion for*  
 8 *Order: (1) Enforcing Receiver's Compliance with Turnover Order; (2) for Contempt; and (3) for*  
 9 *Sanctions* (DE 186), and a hearing was conducting on June 15, 2022, at 1:30 p.m. After hearing  
 10 oral argument for and against the relief requested, the Court on August 9, 2022, entered its *Order*  
 11 *Granting in Part and Denying in Part Motion to Enforce (DE 270)*("Order to Enforce"),  
 12 compelling the Receiver to file a supplemental accounting, formatted to comply with the specific  
 13 terms of the Turnover Order, on or before September 16, 2022.

14 On September 16, 2022, the Receiver filed his *Notice of Receiver's Supplemental*  
 15 *Accounting* (DE 326) ("Supplemental Accounting") and *Declaration of W. Lawrence Patrick in*  
 16 *Support of Notice of Receiver's Supplemental Accounting and Related Exhibits* (DE 327).  
 17 Although the Supplemental Accounting now contains a month-by-month report for each Debtor,  
 18 the Supplemental Accounting fails to account for the Radio Station equipment and many other  
 19 tangible and intangible assets which were in the Receiver's control during the relevant periods.  
 20 The Supplemental Accounting also reports most monthly assets, liabilities, income, and expenses  
 21 as "unknown" even though the Receiver was in control of the Debtors' Radio Station operations  
 22 during the relevant time periods. Finally, the Supplemental Accounting discloses "total liabilities"  
 23 in each month for each Debtor as line item "n" in the monthly reports but fails to explain which  
 24 debts comprise the alleged total liabilities.

25 In summary, the Receiver's breach of fiduciary obligations to properly inventory and  
 26 account for the Debtors' assets, liabilities, and operations during his tenure has apparently made  
 27 it impossible for him to prepare and file a proper Accounting as he was required to do under 11  
 28 U.S.C. § 543(b)(2) and this Court's Turnover Order and Order to Enforce.

1 On June 15, 2022, at 1:30 p.m., the Court also conducted a hearing on the displaced  
 2 Receiver's *Motion for Order (A) Terminating the Exclusive Period to Confirm the Debtors'*  
 3 *Chapter 11 Plan of Reorganization pursuant to 11 U.S.C § 1121(d); or (B) Converting the*  
 4 *Chapter 11 Cases to Chapter 7 pursuant to 11 U.S.C. §1112(b)* (DE 197). Subsequently, the Court  
 5 entered its *Order Denying Motion to Terminate Exclusivity Period or Convert Cases to Chapter*  
 6 *7* (DE 271).

7 Because of the inadequacy of the Receiver's purported accounting, the Debtors also filed  
 8 a motion seeking to take the Rule 2004 examination of the Receiver to obtain additional  
 9 information about the Debtors' financial condition during the Receivership. The Rule 2004  
 10 examination of the Receiver was taken on June 13, 2022, and July 8, 2022.

11 The Debtors obtained Court approval to employ special FCC counsel, Wood & Maines,  
 12 PC (*See* DE 242). Debtor Silver State Broadcasting obtained Court approval to employ Carl M.  
 13 Hébert as its special counsel (*See* DE 241), to prosecute an attorney's malpractice action against  
 14 Jeffrey J. Whitehead, Esq.

15 Finally, on September 14, 2022, C & E Haas Development Company, LLC ("Haas"), filed  
 16 a *Motion to (1) Determine That Lease Has Been Rejected; (2) Grant Relief from Stay; and (3)*  
 17 *Compel Payment of Administrative Claim for Post-Petition Lease Payments* (DE 278) ("Haas  
 18 Motion"). The Haas Motion pertains to a Transmitter Site Use Agreement ("Haas Agreement")  
 19 between Golden State and Haas for KREV-FM's San Francisco auxiliary transmitter tower site  
 20 which Haas alleges is a nonresidential real property lease. Golden State asserts that the Haas  
 21 Agreement is a license under California law, not a real property lease that required assumption  
 22 under 11 U.S.C. § 365(d)(4)(A). The Receiver had possession of this tower site directly or through  
 23 its arrangement with VCY until August 4, 2022, when Mr. Stolz finally gained access by having  
 24 to cut the lock previously changed by the Receiver, VCY, or Haas. Despite repeated requests to  
 25 gain access to the site after the Turnover Order, neither Haas nor the Receiver provided the  
 26 Debtors with the keys or lock combinations.

27 Upon gaining access to the tower site on August 4, 2022, Mr. Stolz found that the  
 28 broadcasting equipment KREV had previously used at the site was dismantled, disconnected,

1 burned, or missing. Either the Receiver, VCY, or Haas caused the damage to KREV's equipment,  
 2 and the Debtors are currently investigating and trying to seek answers. In the meantime, Mr. Stolz  
 3 has commenced the process of repairing or locating replacement equipment on behalf of Golden  
 4 State. Golden State opposed Haas's Motion and the Court held a hearing on September 14, 2022,  
 5 at 1:30 p.m. The Court will deliver its oral ruling on the Haas Motion on October 17, 2022, at  
 6 2:30 p.m.

## 7 **VII. ADMINISTRATIVE AND UNCLASSIFIED CLAIMS**

### 8 **ADMINISTRATIVE CLAIMS:**

9 All costs and expenses of administration in this case, including any actual and necessary  
 10 expenses of preserving or liquidating the assets of the Debtors' estate, all allowances, including  
 11 professional fees and costs, approved by the Court, and any other costs and expenses entitled to  
 12 priority pursuant to 11 U.S.C. § 507(a)(1) of the Bankruptcy Code and 28 U.S.C. § 1930, shall be  
 13 paid in full on or before the Effective Date<sup>2</sup> of the Plan. The holders of these claims include the  
 14 attorneys and accountants for the Debtors, unpaid post-petition accounts payable (if any), and all  
 15 fees to be paid to the Office of the United States Trustee. The estimated administrative expenses  
 16 for the Debtors' reorganization proceeding are collectively \$715,000 to \$1,295,000, and consist  
 17 of the following:

18	\$0.00	Trustees fees that are owed the U.S. Trustee's Office for the
19		applicable quarters of 2021 and 2022 prior the Confirmation Date
20		[payment is anticipated to be made when due];
21	\$75,000	Estimated administrative Professional Legal Fees for the to
22	\$250,000	Debtors' general bankruptcy attorney, Stephen R. Harris, Esq., of Harris
23	per Debtor	Law Practice LLC, calculated as of the Confirmation Date;
24	\$30,000 to	Estimated professional fees for the Debtors' special FCC counsel, Wood
25	\$40,000	& Maines, PC, calculated as of the Confirmation Date;
26	per Debtor	

27  
 28 <sup>2</sup> Effective Date is defined in Section II(26) of the Plan and is estimated to occur one year plus thirty (30) calendar days after entry of the Confirmation Order subject to certain possible extensions.



1           \$0.00           Estimated administrative claims of Edward Stolz and Royce International  
2                           Broadcasting for purported post-petition loans made to Debtors in the  
3                           ordinary course of business under 11 U.S.C. § 364(a), calculated as of the  
4                           Confirmation Date. By way of explanation, for the \$0.00 estimate on  
5                           these potential administrative expense loans, Edward Stolz and Royce  
6                           International Broadcasting have and will continue to contribute monies to  
7                           the Debtors, as needed, so that each of the Debtors can operate its radio  
8                           station(s). Therefore, these contributions to each of the Debtors pre-  
9                           confirmation and post-confirmation, will not be deemed made with  
10                          administrative claim status, but as contributions, with no repayment  
11                          obligations by the Debtor(s) receiving the contributions;

12           \$400,000       Estimated administrative Professional Legal Fees owing Carl M. Hébert,  
13                           Esq. based on contingency fee agreement of 33-1/3% of the total amount  
14                           of any settlement, arbitration award, verdict or judgment obtained in the  
15                           Malpractice Case against Jeffrey Whitehead, Esq.;

16           \$0.00           Estimated administrative expense owing to C&E Haas for San Francisco  
17                           tower site Agreement with Golden State [all post-petition expenses are  
18                           expected to be paid in full in the ordinary course of business prior to the  
19                           Confirmation Date].

20           \$25,000       Estimated administrative fees and expenses for former federal Receiver  
21                           for preparation of accounting required under 11 U.S.C. § 543 (the  
22                           Receiver has alleged that he should have an allowed administrative claim  
23                           but to date he has failed to file an application for allowance of an  
24                           administrative claim.); and

25           \$0.00           Post-petition accounts payable with [all post-petition  
26                           administrative expenses are expected to be paid in full in the  
27                           ordinary course of business prior to the Confirmation Date].

28           Professional fees, both legal and accounting, shall continue to accrue up through and subsequent  
to the Confirmation Date, with final amounts owing subject to Court approval.

UNCLASSIFIED PRIORITY CLAIMS:

1. **Description.** The Debtors' priority claims are as follows:

Name	Scheduled Amount	Proof of Claim Amount	Allowed Priority Amount

Pursuant to the Debtors' Plan, the treatment and disposition of the unclassified priority claims, now totaling \$0, will be as follows: Any claim discrepancy will be resolved by the claim objection process, with the stipulated amount and/or Court decreed amount owing used to calculate that particular creditors' allowed claim being paid by the Debtors. All unclassified priority creditors shall be paid 100% of their allowed claim amount, with statutory interest thereon, over a one (1) year time period commencing on the Effective Date of the Plan. The payments shall be made monthly, equally amortized over twelve (12) months, with statutory interest accrued thereon, but without any penalties. At the option of the Debtors, any allowed priority claims may be paid on a shortened time schedule from the one (1) year described hereinabove. In the event the Debtors fail to make the payments as set forth hereinabove, the allowed priority creditors, if any, shall have the right to proceed with any administrative remedies available to them, fifteen (15) days after written notice of default has been given to the Debtors and their attorney, Stephen R. Harris, Esq.

#### **VIII. CLASSIFICATION OF CLAIMS AND INTERESTS**

Pursuant to Section 1122 of the Bankruptcy Code, claims against the estate have been divided into the following classifications for purposes of administration and voting on the Plan:

**1. CLASS 1 CLAIM [ALLOWED UNSECURED CLAIM OF BELLAIRE TOWERS HOMEOWNERS ASSOCIATION AGAINST DEBTOR GOLDEN STATE]:**

This Class consists of the allowed unsecured claim of Bellaire Towers Homeowners Association in the amount of \$364,003.32 as of February 7, 2022, arising from a judgment entered against Golden State on July 22, 2014, and recorded with the California Secretary of State on November 21, 2014.

**2. CLASS 2A CLAIMS [DISPUTED UNSECURED CLAIMS AGAINST ALL DEBTORS]:** This class consists of disputed unsecured claims collectively against all three Debtors to the extent such disputed unsecured claims may be proven and allowed by the Court. The Class 2A Claims, calculated as of the Petition Date and filed in each of the Debtor cases, are detailed as follows:

<u>Creditor Claims:</u>	<u>Scheduled Amount</u>	<u>Proof of Claim Amount</u>	<u>Allowed Amount</u>
W. Lawrence Patrick	\$0.00	\$1,248,348.09	\$0.00
VCY America, Inc.	\$0.00	\$ 627,366.06	\$0.00
Total	\$0.00	\$1,875,714.15	\$0.00

Debtors have objected to each of these creditor claims. The Court held a preliminary hearing on August 24, 2022, at 1:30 p.m., at which time it scheduled future evidentiary hearings to be conducted on January 12, 2023, at 9:30 a.m., and January 23, 2023, at 9:30 a.m.

3. **CLASS 2B CLAIMS [DISPUTED UNSECURED CLAIMS AGAINST DEBTOR SILVER STATE]**: This class consists of disputed unsecured claims against Silver State to the extent such disputed unsecured claims may be proven and allowed by the Court. The Class 2B Claims, calculated as of the Petition Date, are detailed as follows:

<u>Creditor Claims:</u>	<u>Scheduled Amount</u>	<u>Proof of Claim Amount</u>	<u>Allowed Amount</u>
Dan Alpert	\$0.00	\$29,102.50	\$0.00
Crown Castle MU LLC	\$0.00	\$1,227,872.98	\$0.00
DIG MCC, LLC*	\$0.00	\$69,570.22	\$0.00
Clark Hill PLC (filed as Peter A. Jackson)	\$0.00	\$10,075.09	\$0.00
Naylor & Braster	\$0.00	\$18,304.20	\$0.000
Whitehead & Burnett	\$0.00	\$1,000,000	\$0.00
Total	\$0.00	\$2,354,924.99	\$0.00

\*This Proof of Claim was resolved by Stipulation between the parties. *See* DE 143.

4. **CLASS 2C CLAIM [ALLOWED UNSECURED CLAIM AGAINST DEBTOR SILVER STATE]**: This class consists of allowed unsecured claim against Silver State

in the amount of \$37,644.73, as of the Petition Date. The Class 2C Claim, calculated as of the Petition Date, is detailed as follows:

<u>Creditor Claims:</u>	<u>Scheduled Amount</u>	<u>Proof of Claim Amount</u>	<u>Allowed Amount</u>
Mincin Law, PLLC	\$0.00	\$37,644.73	\$37,644.73
Total	\$0.00	\$37,644.73	\$37,644.73

5. **CLASS 2D CLAIMS [DISPUTED UNSECURED CLAIMS AGAINST DEBTOR GOLDEN STATE]**: This class consists of disputed unsecured claims against Golden State to the extent such disputed unsecured claims may be proven and allowed by the Court. The Class 2D Claims, calculated as of the Petition Date, are detailed as follows:

<u>Creditor Claims:</u>	<u>Scheduled Amount</u>	<u>Proof of Claim Amount</u>	<u>Allowed Amount</u>
C & E Haas Development Company, LLC	\$0.00	\$226,901.37	\$0.00
Total	\$0.00	\$226,901.37	\$0.00

6. **CLASS 3 EQUITY INTERESTS OF DEBTORS:** This Class 3 consists of the member's equity interests in the Debtors specifically: Royce International Broadcasting, Inc. as to a 100% membership interest in each Debtor.

## **IX. TREATMENT OF CLASSES**

### **1. CLASS 1 CLAIMS [ALLOWED UNSECURED CLAIM OF BELLAIRE TOWERS HOMEOWNERS ASSOCIATION:]**

The Class 1 Allowed unsecured claim in the total amount of \$364,003.32, calculated as of the Petition Date, shall be paid in full, with statutory California default interest of 10% per annum from the Petition Date until paid by Golden State on or before the Effective Date of the Plan. Accordingly, the Class 1 Allowed claim is unimpaired under the PLAN.

2. **CLASS 2A CLAIMS [DISPUTED UNSECURED CLAIMS AGAINST ALL DEBTORS]:** The Class 2A Disputed Unsecured Claims, estimated in the total amount of \$0.00 shall be resolved through the formal claim objection process or by agreement of the parties. Any allowed claims that result shall be paid in full by all three Debtors equally, with interest at the contract rate if one exists, or if no contract rate, at the Nevada legal rate pursuant to NRS 17.130(2) of prime plus 2% per annum from the Petition Date until paid on the later of the Effective Date, or within five business days after any order allowing the claims becomes final and unappealable. Accordingly, the Class 2A Allowed unsecured claims are unimpaired under the PLAN.

3. **CLASS 2B CLAIMS [DISPUTED UNSECURED CLAIMS AGAINST DEBTOR SILVER STATE]:** The Class 2B Disputed Unsecured Claims, estimated in the total amount of \$0.00 shall be resolved through the formal claim objection process or by agreement of the parties. Any allowed claims that result shall be paid in full by Silver State, with interest at the contract rate if one exists, or if no contract rate, at the Nevada legal rate pursuant to NRS 17.130(2) of prime plus 2% per annum from the Petition Date until paid on the later of the Effective Date, or within five business days after any order allowing the claims becomes final and unappealable. Accordingly, the Class 2B Allowed unsecured claims are unimpaired under the PLAN.

4. **CLASS 2C CLAIMS [ALLOWED UNSECURED CLAIM AGAINST DEBTOR SILVER STATE]:** The Class 2C Allowed Unsecured Claim, estimated in the total amount of \$37,644.73 shall be paid in full on the Effective Date by Debtor Silver State, with interest at the contract rate if one exists, or if no contract rate, at the Nevada legal rate pursuant to NRS 17.130(2) of prime plus 2% per annum from the Petition Date until paid. Accordingly, the Class 2C Allowed claim is unimpaired under the PLAN.

5. **CLASS 2D CLAIMS [DISPUTED UNSECURED CLAIMS AGAINST DEBTOR GOLDEN STATE]:** The Class 2D Disputed Unsecured Claims, estimated in the total amount of \$0.00 shall be resolved through the formal claim objection process or by agreement of the parties. Any allowed claims that result shall be paid in full by Golden State, with interest at the contract rate if one exists, or if no contract rate, at the Nevada legal rate pursuant to NRS 17.130(2) of prime plus 2% per annum from the Petition Date, until paid, on the later of the

Effective Date, or within five business days after any order allowing the claims becomes final and unappealable. Accordingly, the Class 2D disputed unsecured claims are unimpaired under the PLAN.

6. **CLASS 3 EQUITY INTERESTS OF DEBTOR:** The equity interests of the members of the Debtors existing on the Petition Date shall remain unchanged. Accordingly, the Class 3 equity interests of the Debtors are unimpaired under the Plan.

#### **X. BAR DATE FOR FILING CLAIM**

The bar date for filing a proof of claim in this case was February 16, 2022, for all creditors (except a governmental unit). The bar date for objecting to claims will be sixty (60) days after the date on which the PLAN is confirmed by the Court. All unsecured claims which are listed as disputed in the PLAN or who believe that the amounts listed in the PLAN are incorrect, shall file proofs of claim in this case by the bar date set forth above. Failure to file a proof of claim by a disputed claimant or a claimant who disagrees with the amount listed in the PLAN within such time period will result in the amount listed in the PLAN being established as the amount owing to such creditor, and such creditor will participate in the PLAN, based upon its claim listed in the PLAN.

#### **XI. MEANS FOR EXECUTION AND IMPLEMENTATION OF THE PLAN**

##### **1. Funding of Proposed Plan Payments**

The Debtors shall fund the proposed Plan payments through ongoing Radio Station Group revenues, proceeds from the sale of one or more of the Debtors' Radio Station FCC licenses and related radio station assets in a sale under 11 U.S.C. § 363(b) and (f), or funds provided by Edward Stolz and his related Trusts. Edward Stolz and/or his related Trusts has assets that he is willing to contribute to the Debtors that exceed \$2,000,000 and are detailed hereinafter in Section XI(2.). If claims are paid from the sale of Golden State's KREV FM license, then Golden State will advance intercompany unsecured loans to the other Debtors so that they can pay their allowed claims due under the Plan. If claims are paid from the sale of one of the other Debtors' assets, then that Debtor will advance intercompany unsecured loans to the other Debtors so that they can pay their allowed claims due under the Plan. Alternatively, the Debtor whose assets are sold will make a



1 distribution to its parent, Royce International Broadcasting, which in turn will make capital  
2 contributions to the other Debtors to fund their Plan payments. Debtors will consult with their tax  
3 accountant to determine which method is most appropriate for accounting purposes. But because  
4 all Debtors are solvent, their creditors are not prejudiced by distribution of excess proceeds to  
5 fund the other Debtors' Plan payments. Although the Debtors may fund the Plan through ongoing  
6 Radio Station Group revenues as net revenues may become available, Debtors expect that all or  
7 a majority of the money to fund the Plan will come from the sale of one or more of the Radio  
8 Station assets or Edward Stolz and his related Trusts.

9 Despite the Receiver's actions in dismantling the Debtors' operations, the Debtors have  
10 returned two of the Radio Stations back to the airwaves, with the third Radio Station, KREV FM,  
11 to resume operations soon. The relaunch of operations has required the Debtors to resolve lease  
12 and utilities obligations that accrued under the Receiver but were not paid by Receiver; acquisition  
13 of new broadcast equipment to replace that which was dissipated, vandalized, or damaged under  
14 the Receiver's stewardship; and development of a fully featured program service, computer  
15 servers, and remote access technologies and related infrastructure. KRCK/ Mecca was restored to  
16 air and has been broadcasting since February 22, 2022. KFRH/ North Las Vegas was restored to  
17 air and has been broadcasting since April 20, 2022. KREV/ Alameda is being re-tooled and re-  
18 equipped and Golden State anticipates restoration of 24-hour broadcasting on or about October  
19 15, 2022.

20 The Radio Stations are now (or in the case of KREV, soon will be) programming with  
21 desirable formats, intended to attract affluent and diverse audiences and broad acceptance by the  
22 commercial advertising and media communities. These formats are close to those built over time  
23 by Debtor's Radio Stations prior to Receiver's decimation of those formats by supplanting that  
24 programming with VCY's 24-hour religious solicitations. Debtors' Radio Stations are now  
25 programming News/Talk programming, with broad acceptance and appeal. With the first  
26 appearance of critical rating data, Debtors will recruit advertising salespeople to market the  
27 stations to the advertising community. Currently, the firm of Broadcast Investment Analysts  
28 identifies annual radio market advertising expenditures of approximately \$214,000,000 per year

1 in San Francisco, \$146,000,000 in Las Vegas and \$11,000,000 in Palm Springs. Silver State's  
 2 KFRH FM in Las Vegas has commenced receiving advertising sales and estimates it has  
 3 generated recent ad revenues of approximately \$18,000. This sum is more than three times the  
 4 revenue the Receiver generated for three months for all three Radio Stations from his pre-petition  
 5 LMA arrangement with VCY.

6 Because the Radio Stations were in the Receiver's control during the prepetition period  
 7 after July 20, 2020, and through the Petition Date, the Debtors do not have any financial  
 8 statements to show recent historical Radio Station revenues. However, the Debtors have prepared  
 9 projected operating budgets for the Radio Station Group, which are attached hereto as **Exhibit**  
 10 **A.**<sup>3</sup> The Debtors estimate they will have sufficient revenues to cover their operating expenses, but  
 11 that may not be the case because they must re-establish their regular operations, ratings, and  
 12 advertising revenues after the Receiver dismantled everything. Thus, Edward Stolz will provide  
 13 interim financing, as needed, in the form of contributions to each Debtor with no repayment  
 14 obligation. In addition to Edward Stolz's real property assets discussed below, Mr. Stolz also  
 15 owns publicly traded stock valued at approximately \$1,000,000 which he can liquidate as needed  
 16 to cover the Debtors' short-term cash needs.

17 In order to effectuate the sale of KREV FM, Golden State has retained the services of a  
 18 nationally prominent broadcast media broker, Robert W. Mahlman ("Mahlman"). Golden State  
 19 and Mahlman have entered into an Exclusive Station Brokerage and Marketing Agreement for an  
 20 irrevocable period of ninety days, with the option of three additional 90-day renewal periods. The  
 21 brokerage agreement provides for a sales commission of 5% of the first three million in purchase  
 22 price, plus 2% of the remaining purchase price, or under an LMA, 5% of any monthly or quarterly  
 23 LMA fee, which will be applied to reduction of the brokerage fee. Golden State filed its  
 24 Application with the Court to employ Mahlman under 11 U.S.C. § 327(a), and that Application  
 25 was approved on June 15, 2022 (*See* DE 240). If the Debtors decide to sell one of their other FCC  
 26 licenses instead of KREV, they will employ Mr. Mahlman or another qualified broker under

27 <sup>3</sup> The operating budgets are projections based on the Debtors' best estimates once they establish full  
 28 commercial operations for their Radio Stations. Debtors' actual post-petition revenues and expenses are  
 disclosed in their Monthly Operating Reports on file with the Court. Creditors can review the Monthly  
 Operating Reports on the Court's PACER docket or may request copies from Debtors' counsel.

1 similar customary terms to those currently in effect for the brokerage agreement with Golden  
2 State for KREV FM.

3 While KREV is licensed to the community of Alameda, California, its transmitting  
4 facilities are located in San Francisco, which is the nation's number four radio market by size and  
5 revenue. From its antenna location on the "Candlestick" tower, KREV reaches millions of  
6 listeners both on the Peninsula and across San Francisco Bay in Oakland, Berkeley, and other  
7 East Bay communities. KREV is expected to command a sales price of \$15,000,000.00, which is  
8 commensurate with the market's three most recent (pre-Pandemic) radio broadcast transactions,  
9 namely, \$25,000,000, \$100,000,000, and \$143,000,000, respectively. The market is dominated  
10 by large station group owners, and very few independently owned radio stations remain in the  
11 same market other than KREV. This causes KREV to be qualified as the only non-consolidated  
12 entity available for sale in the Nielsen rated number 4 market.

13 Alternatively, Golden State is also seeking to enter into an agreement with Mahlman by  
14 which to offer a Local Marketing Agreement ("LMA") for the sale of 24-hour programming time  
15 over KREV/ San Francisco. It is Golden State's understanding that various San Francisco FM  
16 stations have offered to make their airtime available under LMA arrangements for between  
17 \$200,000 and \$300,000 per month, per station, as was reportedly the case in 2019 with stations  
18 KOIT and KMOV. Additionally, Golden State also intends to enter into an agreement with  
19 Mahlman by which to offer KREV's HD (high-definition digital) subchannel for lease. Currently,  
20 San Francisco FM HD subchannels generally lease for between \$10,000 and \$20,000 per month.

21 Mr. Mahlman previously provided an opinion of value in January 2021 for KREV of  
22 \$15,000,000 which was filed with this Court in a declaration attached as Exhibit C to the *Debtors'*  
23 *Opposition to Emergency Motion to Excuse Turnover in Favor of Receiver and to*  
24 *Dismiss/Abstain, or, alternatively, for Stay Relief and/or Conversion. See DE 80 Ex. C.*

25 Mr. Mahlman likewise estimated the value of Silver State's KFRH FM in Las Vegas at  
26 \$15,000,000 based on the only two comparable sales of Las Vegas full-market radio broadcast  
27 stations in the past two decades for \$25,000,000 and \$15,700,000.

28 The Debtors, through Mr. Mahlman, have identified five or six potential interested buyers

1 for KREV or another of their Radio Stations. Discussions with interested buyers have recently  
 2 progressed in a positive manner after this Court denied the Receiver's last motion seeking to  
 3 convert these cases to Chapter 7. However, the identities of potential buyers are confidential until  
 4 a formal purchase offer is presented and filed with the Court. Confidentiality is necessary because  
 5 the Receiver is a direct competitor of Mr. Mahlman and because the Receiver has repeatedly tried  
 6 to frustrate the Debtors' reorganization efforts.

7 **2. Personal Assets of Edward Stolz and/or Related Trusts Available to Fund**  
 8 **Plan**

9 Edward Stolz and his related trusts and general partnership own certain improved and  
 10 unimproved real properties located in the State of California, which may be sold so that the net  
 11 sales proceeds exceeding \$2,000,000 are available to contribute and fund the Debtors' post-  
 12 petition business operations and to pay allowed creditors' claims, if necessary. Debtors' counsel  
 13 has reviewed the relevant trust and general partnership documents on behalf of the Debtors and  
 14 has determined that Mr. Stolz has authority to sell the real properties and use the proceeds at his  
 15 discretion. The real properties available for sale are described as follows:

16 3738 Robertson Avenue, Sacramento, California 95821 ("Property #1").

17 Attached hereto as Exhibit "B-1", is a broker's opinion of value from Debby  
 18 Naiman, of Security Pacific Real Estate, opining that the improved real property  
 19 residence located at 3738 Robertson Avenue, Sacramento, California, should sell  
 20 for approximately \$600,000. Property #1 is held in the name of Edward R. Stolz  
 21 and Irene M. Stolz Revocable Trust, Edward R. Stolz, II, Trustee, with the Trustee  
 22 having the 100% right to sell Property #1 and use the proceeds at any time. There  
 23 is no outstanding loan recorded against Property #1. Property #1 is located in a  
 24 very desirable, highly sought after, neighborhood called Del Paso Country Club  
 25 Estates, and is an approximate 1,764 square foot house with three (3) bedrooms,  
 26 two (2) baths, built in swimming pool and located on .39 acres.

27 1 Toscana Way West, Rancho Mirage, California 92270 ("Property #2").

28 Attached hereto as Exhibit "B-2", is a broker's opinion of value from Debby

1 Naiman, of Security Pacific Real Estate, opining that the improved real property  
 2 residence located at 1 Toscana Way West, Rancho Mirage, California, should sell  
 3 for approximately \$1,300,000. Property #2 is held in the name of Dominic Rose  
 4 Trust, Edward R. Stolz as Successor Trustee, with the Trustee having the 100%  
 5 right to sell Property #2 and use the proceeds at any time. Property #2 is  
 6 encumbered by an approximate \$500,000 loan recorded against it, with net  
 7 available proceeds of approximately \$800,000. Property #2 is located in a  
 8 beautiful, private, gated community known as La Toscana, in a high prestige,  
 9 highly sought after, Rancho Mirage location. Property #2 is 4,159 square feet  
 10 living space, includes a separate casita with a kitchenette, living area and full  
 11 bathroom. The main home has four (4) bedrooms, four (4) full bathrooms and one-  
 12 half bath.

13 40 acres of unimproved real property located at Hawk Trail, Shingle Springs,  
 14 California ("Property #3").

15 Attached hereto as Exhibit "B-3", is a broker's opinion of value from Debby  
 16 Naiman, of Security Pacific Real Estate, opining that the unimproved 40 acres  
 17 located at Hawk Trail, Shingle Springs, California, should sell for approximately  
 18 \$650,000. Property #3 is held in the name of Zenith, GP, a California general  
 19 partnership, and Edward R. Stolz has the right to sell Property #3 at any time, given  
 20 his 100% ownership interest in Zenith, GP. Property #3 has no loan recorded  
 21 against it, and Property #3 consists of 40.08 acres of prime open land situated in  
 22 El Dorado County, California and is located at the end of South Shingle Road, and  
 23 is surrounded by over \$1,000,000 plus homes, horse ranch estates and gated  
 24 communities.

25 3369 Patterson Way, El Dorado Hills, California 95672 ("Property #4").

26 Attached hereto as Exhibit "B-4", is a broker's opinion of value from Debby  
 27 Naiman, of Security Pacific Real Estate, opining that the improved real property  
 28 residence located at 3369 Patterson Way, El Dorado Hills, California, should sell

for approximately \$1,190,000. Property #4 is held in the name of Tours Irene/Ravenswood Investments Revocable Trust, Edward R. Stolz, II, Trustee, with the Trustee having the 100% right to sell Property #4 at any time. There is no outstanding loan recorded against Property #4. Property #4 is a unique custom home, which is one of the first architectural designs in the neighborhood, built in 1976. Property #4 is built on a great boulder, piers and has many levels inside and outside of the home and has three (3) bedrooms.

All of the real properties listed and described above are currently being offered for sale.

### 3. **Post-Confirmation Default**

In the event the Debtors become delinquent in duty or obligation under the Plan, the affected creditor or creditors may provide written notice of such default to the Debtors and their counsel. The Debtors shall thereafter have fifteen (15) business days from receipt of said notice in which to cure the default. In the event such default remains uncured, the affected creditor or creditors shall be entitled to foreclose upon any collateral (if a secured creditor) or take other appropriate action. The Debtors shall have the right to bring the issue of default before the Bankruptcy Court. At any hearing, the Bankruptcy Court may consider the reason for the default and the ability of the Debtors to cure the default in a reasonable period of time. The Bankruptcy Court may also consider conversion of the case to a Chapter 7 of the Bankruptcy Code or dismissal of the same is in the best interest of creditors.

### 4. **Professionals' Fees**

After the Confirmation Date of the Plan, the Debtors and any other professional, such as Debtors' general bankruptcy counsel, any special purpose counsel, or accountants, will not be required to apply to the Court for compensation for services rendered post-confirmation. Post-confirmation compensation of the Debtors' professionals shall be at their normal hourly rate(s) and customary cost charges.

### 5. **Distribution**

All cash proceeds shall be distributed in the foregoing manner except amounts necessary to pay disputed claims against the Debtors in the event they are allowed, which shall be held as a



1 reserve and paid as such claims are determined by agreement between the parties or as are  
2 judicially determined.

### 3 6. Taxes

4 Unless otherwise provided in the Plan, all taxes are paid current and there are no tax liens  
5 on real or personal property owned by the Debtors. The Debtors are not aware of any material tax  
6 consequences from the proposed Plan that would affect them because they are limited liability  
7 companies. All tax benefits and liabilities flow through to the Debtors' equity holders.

## 8 **XII. PROVISIONS GOVERNING DISTRIBUTION AND DISCHARGE**

### 9 1. THE DISBURSING AGENT.

10 The Debtors are ultimately responsible for making all distributions pursuant to the Plan.  
11 To assist it in discharging those responsibilities, Debtors shall use their Debtor-in-Possession  
12 bank accounts for all funds which are to be distributed to creditors under this Plan.

### 13 2. UNCLAIMED DISTRIBUTIONS.

14 Any property to be distributed pursuant to the Plan, if not claimed by the distributee within  
15 one (1) year after the payment, shall be returned to the Debtors.

### 16 3. EFFECT OF CONFIRMATION.

17 Upon confirmation and performance of the Plan, the Debtors shall be discharged from any  
18 debt that arose before the date of Confirmation, and any debt of a kind specified in §§ 502(g),  
19 502(h), or 502(I) of the Bankruptcy Code, to the full extent permitted by Bankruptcy Code  
20 § 1141(d). In addition, pending execution of the Plan, and unless the Court has otherwise  
21 expressly ordered or the Plan otherwise expressly provides, all creditors and parties in interest  
22 shall be stayed from proceeding against the Debtors' assets including stay of default proceedings.

### 23 4. EXCULPATION.

24 Neither the Unsecured Creditors' Committee, if any, nor Debtors nor any of their  
25 respective members, officers, directors, employees, representatives, professionals or agents, will  
26 have or incur any liability to any Creditor for any act or omission in connection with or arising  
27 out of the Reorganization Case, including, without limitation, prosecuting confirmation of this  
28 Plan, consummation of this Plan, or the administration of this Plan or the property to be distributed

1 under this Plan, except for breach of fiduciary duty, gross negligence, willful misconduct or fraud.

### 2 **XIII. POST-CONFIRMATION INJUNCTION**

3 No entity may commence, continue, or assert any claim, counterclaim, crossclaim,  
4 affirmative defense, defense, set off, recoupment, or any action of any kind or nature (collectively  
5 “Potential Actions”) against Debtors. Confirmation of the Plan shall constitute a permanent  
6 injunction against and irrevocable release of any and all Potential Actions. Confirmation of the  
7 PLAN shall constitute a permanent injunction against and irrevocable release of any and all  
8 Potential Actions.

### 9 **XIV. EXECUTORY CONTRACTS AND LEASES**

10 Reservation of Rights. The Debtors reserve the right to assume or reject, pursuant to §365  
11 of the Code, any executory contract or unexpired lease not assumed or rejected prior to the  
12 Confirmation Date. All executory contracts and unexpired leases not specifically assumed or  
13 rejected as of the Confirmation Date or as to which an application to reject shall not be pending  
14 on the Confirmation Date shall be deemed rejected by the Debtors. Debtors hereby assume or  
15 rejects their leases and executory contracts as follows:

16 VCY entered into a pre-petition Local Marketing and Programming Agreement (“LMA”)  
17 with the Receiver to manage the Debtors’ Radio Stations. The Receiver also entered into an asset  
18 purchase agreement with VCY for the sale of the Radio Stations. The Receiver was not appointed  
19 as receiver over the Debtor LLC entities, only the Radio Stations themselves. Thus, Debtors  
20 contend that the Receiver was not their agent, and they are not liable under the LMA or purchase  
21 agreement. What is more, VCY unilaterally abandoned its obligations under the LMA on or about  
22 February 1, 2022. Nonetheless, out of an abundance of caution, the Debtors hereby reject any  
23 agreements that the Receiver entered into with VCY, as well as rejecting any other executory  
24 contracts or leases entered into by the Receiver which may be unknown to the Debtors.

25 On October 13, 2013, Debtor Golden State entered into a Transmitter Site Use Agreement  
26 with C& E Haas Development Company, LLC (“Haas”) which granted Golden State a license to  
27 use a transmitter site located at 1 Bayview Park Road, San Francisco, CA as Golden State’s  
28 auxiliary transmitter site for radio broadcast station KREV. The terms of this agreement are

1 confidential. Golden State does not believe this agreement is an executory contract which requires  
 2 assumption under 11 U.S.C. § 365, but Haas asserts this agreement is a nonresidential real  
 3 property lease or an executory contract. Haas also alleges that Golden State was required to pay  
 4 post-petition rent under the Haas agreement commencing May 2022 after VCY stopped paying  
 5 for the tower site. Conversely, Golden State alleges that the agreement provides for rent abatement  
 6 during the time that Haas prevented Golden State from gaining access to the site and because  
 7 Golden State could not use the site after it gained access in August 2022 and discovered its  
 8 broadcasting equipment was damaged through no fault of its own by either the Receiver, VCY,  
 9 Haas, or their agents. Notwithstanding Golden State's disagreement with Haas, Golden State is  
 10 commencing payments to Haas under the agreement at the contractual monthly rate, with full  
 11 reservation and without waiver of its rights under the agreement.

12 Finally, to the extent the Haas agreement may be deemed a lease or executory contract,  
 13 Golden State hereby assumes the agreement through its Plan.

#### 14 **XV. MISCELLANEOUS PROVISIONS**

15 Notice. Any notice described in or required by the terms of this PLAN, or the Code and  
 16 Rules shall be deemed to have been properly given when actually received or if mailed, five days  
 17 after the date of mailing, if such shall have been sent by certified mail, return receipt requested,  
 18 and if sent to:

19 The Debtors, addressed to:  
 20 STEPHEN R. HARRIS, ESQ.  
 21 HARRIS LAW PRACTICE LLC  
 22 6151 Lakeside Drive, Suite 2100  
 23 Reno, NV 89511

24 Headings. the headings used herein are inserted for convenience only and neither  
 25 constitute a portion of the PLAN nor in any manner affect the construction of the provisions of  
 26 the PLAN.

27 Severability. Should any provision of this Plan be determined to be unenforceable  
 28 following the Effective date, such determination shall in no way limit or affect the enforceability  
 of any and all other provisions of this Plan.

Governing Law. Except to the extent that the Code or other applicable federal law is

1 applicable, the rights, duties and obligations arising under this Plan shall be governed by and  
2 construed in accordance with the laws of the State of Nevada.

3 Successors and Assigns. The rights, duties and obligations of any Person named or  
4 referred to in this Plan shall be binding upon and shall inure to the benefit of the successors and  
5 assigns of such person.

6 Designation of Managers. Edward Stolz and Debby Naiman shall continue to serve as the  
7 Co-Managers of the Debtors and shall be initially compensated with a gross salary of \$0 from the  
8 Debtors, although they may be paid a salary by the Debtors' parent company, Royce International  
9 Broadcasting, Inc.

10 Post Confirmation Reporting and Payment of UST Fees. Post confirmation, the  
11 Reorganized Debtor(s) shall continue to file monthly operating reports through the Effective Date.  
12 After the Effective Date, the Reorganized Debtor(s) and any other authorized parties who have  
13 been charged administering the confirmed plan shall file post confirmation reports in the manner  
14 prescribed by 11 U.S.C. § 1106(a)(7) and Fed. R. Bankr. P. 2015(a)(5) for every calendar quarter  
15 through the date the Court enters a final decree closing these cases, an order dismissing the  
16 case(s), or an order converting the case(s) to another chapter in bankruptcy.

17 Until the Effective Date of a confirmed plan, the Debtor(s) shall timely pay the U.S.  
18 Trustee the appropriate sums required pursuant to 28 U.S.C. § 1930(a)(6). After the Effective  
19 Date, the Reorganized Debtor(s) and any other authorized parties who have been charged with  
20 administering the confirmed plan shall be responsible for the timely payment of all fees incurred  
21 after the Effective Date pursuant to 28 U.S.C. § 1930(a)(6) until the Court enters a final decree  
22 closing the case(s), an order dismissing the case(s), or an order converting the case(s) to another  
23 chapter in bankruptcy.

24 The resumption of the filing of post confirmation reports and the payment of fees shall  
25 occur if an order has been entered on the docket that vacates any of the above orders or reopens  
26 the case(s) for a reason other than that which is purely administrative.

## 27 **XVI. PROCEDURES FOR RESOLVING CONTESTED CLAIMS**

28 Claims Objections. Objections to Claims shall be filed with the Court and served upon

1 each holder of a Claim to which objection is made no later than sixty (60) days after the  
2 Confirmation Date.

3 Payment Procedures. Payments to the holder of a Claim to which objection has been made  
4 that ultimately becomes an Allowed Claim shall be made in accordance with the provision of the  
5 PLAN with respect to the Class of Creditors to which the holder of such an Allowed Claim  
6 belongs. However, interest, if any, on any funds reserved for a contested claim shall inure to the  
7 benefit of the holder of such an Allowed Claim.

8 Avoidance Actions. To the extent appropriate, the Debtors shall have the right to bring  
9 any and all avoidance actions, the same to be commenced with 90 days of the Confirmation date.  
10 Proceeds of all avoidance actions shall vest in the Debtor pursuant to 11 U.S.C. §1141.

#### 11 **XVII. CONFIRMATION REQUEST**

12 The Debtors request that the PLAN be confirmed in accordance with the provisions of  
13 §1129(a) and/or §1129(b) of the Code.

#### 14 **XVIII. RETENTION OF JURISDICTION**

15 Notwithstanding confirmation of this PLAN, the Court will retain jurisdiction for the  
16 following purposes, and each of them:

17 1. The Court will retain jurisdiction to determine the allowability and payment of any  
18 claim(s) upon any objection(s) thereto (or other appropriate proceedings) by the Debtors or by  
19 any other party in interest entitled to proceed in that manner. As part of such retained jurisdiction,  
20 the Court will continue to determine the allowability of Administrative Claims and any request(s)  
21 for payment(s) thereof, including professional fees and costs which are Administrative Claims.

22 2. The Court will retain jurisdiction to determine any dispute(s) which may arise  
23 regarding the interpretation of any provision(s) of this PLAN.

24 3. The Court will retain jurisdiction to facilitate the consummation of this PLAN by  
25 entering, consistent with the provisions of this PLAN, any further necessary or appropriate  
26 order(s) regarding the enforcement of this PLAN and any provision(s) thereof.

27 4. The Court will retain jurisdiction to adjudicate any cause(s) of action or other  
28 proceeding(s) presently pending or otherwise referenced here or elsewhere in this PLAN,

1 including, but not limited to, the adjudication of any and all "core proceedings" under 28 U.S.C.  
 2 § 157(b), which may be pertinent to this Reorganization Case, and which the Debtors may deem  
 3 it appropriate to initiate and prosecute in aid of its reorganization.

4 5. The Court will retain jurisdiction to enter an appropriate final decree in this  
 5 Reorganization Case.

6 6. The Court will retain jurisdiction to enter an appropriate final decree, and any  
 7 interim order(s), in any adversary proceedings which may be initiated during this Chapter 11  
 8 proceeding.

#### 9 **XIX. FEASIBILITY OF DEBTORS' PLAN**

10 Debtors believe that the PLAN is feasible based on the desirable location of the Debtors'  
 11 FCC broadcasting licenses and the millions of people reached by their signals. It will take some  
 12 time for the Debtors to return their Radio Station operations and revenues to the levels they were  
 13 before the Receiver dismantled the operations. However, they have already succeeded in putting  
 14 all but one of the Radio Stations back on the air. The last of the Radio Stations will return to the  
 15 air very shortly. Once their regular programming is rated by listeners, the Debtors will be in a  
 16 position to sell advertising to generate revenues and the Las Vegas station has already started  
 17 generated advertising sales. Additionally, the liquidation value of any one of the Debtors' Radio  
 18 Stations is estimated to be valued at significantly more than the amount required to pay all allowed  
 19 creditors' claims.

#### 20 **XX. LIQUIDATION ANALYSIS**

21 Debtors are proposing a PLAN based partially on business revenues and on a partial  
 22 liquidation of assets.

23 The PLAN must provide that a nonconsenting impaired claimant or interest holder of a  
 24 consenting class receive at least as much as would be available had the debtor filed a Chapter 7  
 25 petition instead.

26 In a Chapter 7 case, the general rule is that the Debtors' assets are sold by a trustee.  
 27 Unsecured creditors share in the proceeds of sale only after secured creditors and administrative  
 28 claimants are paid. Certain unsecured creditors get paid before other unsecured creditors do.



1 Unsecured creditors with the same priority share in proportion to the amount of their allowed  
 2 claim in relationship to the total amount of allowed claims. A creditor would recover from the  
 3 assets of the bankruptcy estate less under Chapter 7 than under Chapter 11 for two reasons. First,  
 4 the Debtors' Plan proposes to pay all allowed unsecured creditors in full, which is not guaranteed  
 5 in a Chapter 7 case. Second, in a Chapter 7 case a trustee is appointed and is entitled to  
 6 compensation from the bankruptcy estate in an amount no more than 25% of the first \$5,000 of  
 7 all money disbursed, 10% on any amount over \$5,000 but less than \$1,000,000, 5% on all amounts  
 8 over \$1,000,000 but less than \$3,000,000, and reasonable compensation not to exceed 3% on any  
 9 amount over \$3,000,000, thus diminishing monies available for payment to unsecured creditors.  
 10 In a Chapter 7 case, the general rule is that the Debtors' assets are sold by a trustee. Unsecured  
 11 creditors share in the proceeds of sale only after secured creditors and administrative claimants  
 12 are paid. Certain unsecured creditors get paid before other unsecured creditors do. Unsecured  
 13 creditors with the same priority share in proportion to the amount of their allowed claim in  
 14 relationship to the total amount of allowed claims.

15 Debtors' Plan proposes 100% payment of allowed unsecured claims, with post-petition  
 16 interest at the legal or contract rate until paid. Thus, unsecured creditors would not receive more  
 17 in Chapter 7 liquidation. Allowed interest holders will also receive more through the Plan than in  
 18 Chapter 7 because the Debtors are not required to liquidate all their assets through the Plan to pay  
 19 allowed unsecured creditors, thus retaining more value for interest holders. Additionally, the  
 20 Debtors can more likely obtain a higher sale price in the ordinary course through Chapter 11 than  
 21 a trustee could through a Chapter 7 liquidation.

22 Respectfully submitted this 27<sup>th</sup> day of September 2022.

23 STEPHEN R. HARRIS, ESQ.  
 24 HARRIS LAW PRACTICE LLC

25 */s Stephen R. Harris*

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Attorney for Jointly Administered Debtors

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# EXHIBIT A

## SG&amp;A OPERATING EXPENSES

## KFRH

	3 <sup>RD</sup> , 4 <sup>TH</sup> Q 2022	2023	2024
BLDGS / LEASES	14,400	28,800	28,800
UTILITIES	1,080	2,160	2,160
SALARIES	22,800	40,600	53,800
PYRL TAX	1,824	3,648	4,704
EQUIP / TOOLS	2,000	4,000	4,000
INSUR	2,000	4,000	4,000
LICENSES	2,040	8,160	12,240
MAINT	1,000	2,000	2,000
MKTG	1,000	2,000	2,000
OFC EXP / SUPPLIES	500	1,000	1,000
TVL / ENT	500	1,000	1,000

PROJECTED MONTHLY OPEX	4,095	8,114	9,642
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PROJECTED MONTHLY GRS	95,000	104,500	120,175
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## BIA/KELSEY PROJECTED NATIONAL/LOCAL RADIO REVENUE, LAS VEGAS NV

85,000,000	90,100,000	95,506,000
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## SG&amp;A OPERATING EXPENSES

## KRCK

	3 <sup>RD</sup> , 4 <sup>TH</sup> Q 2022	2023	2024
BLDGS / LEASES	23,466	46,932	46,932
UTILITIES	4,200	8,400	8,400
SALARIES	0	18,000	18,000
PYRL TAX	0	350	350
EQUIP / TOOLS	2,000	2,000	2,000
INSUR	1,000	3,500	3,500
LICENSES	500	3,800	4,100
MAINT	1,000	1,000	1,000
MKTG	1,000	2,000	2,000
OFC EXP / SUPPLIES	500	200	200
TVL / ENT	500	500	500

PROJECTED MONTHLY OPEX	5,694	7,223	7,249
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PROJECTED MONTHLY GRS	40,000	47,250	50,000
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BIA/KELSEY PROJECTED NATIONAL/LOCAL RADIO REVENUE, PALM SPRINGS, CA

11,000,000	11,550,000	12,127,500
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## SG&amp;A OPERATING EXPENSES

## KREV

	3 <sup>RD</sup> , 4 <sup>TH</sup> Q 2022	2023	2024
BLDGS / LEASES	36,000	72,000	72,000
UTILITIES	7,040	15,550	15,550
SALARIES	0	18,000	18,000
PYRL TAX	0	350	350
EQUIP / TOOLS	2,000	2,000	2,000
INSUR	1,000	3,500	3,500
LICENSES	500	3,800	4,100
MAINT	1,000	1,000	1,000
MKTG	1,000	2,000	2,000
OFC EXP / SUPPLIES	500	200	200
TVL / ENT	500	500	500

PROJECTED MONTHLY OPEX	8,257	9,908	9,817
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PROJECTED MONTHLY GRS	100,000	224,000	246,400
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BIA/KELSEY PROJECTED NATIONAL/LOCAL RADIO REVENUE, SAN FRANCISCO, CA:

204,400,000	214,500,000	223,900,000
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## EXHIBIT B-1





July 11, 2022

To Whom It May Concern:

Regarding the property located at: 3738 Robertson Avenue; Sacramento, CA 95821

The information provided by me, Debby Naiman, associated with Security Pacific Real Estate Brokerage for 34 + plus years, is true and correct from knowing the area and the current market analysis I have attached from the Sacramento Association of Realtors and the Tax Records of Sacramento County.

There is No Loan on this property. It is held free and clear of all encumbrances. The property is held in the name of the Trust: Edward R Stolz and Irene M Stolz Revocable Trust, Edward R Stolz II Trustee. The Trustee has all rights to sell the property at any time.

During my extensive research, I have determined that the property should sell for approximately \$600,000. The property is in a very desirable neighborhood called Del Paso Country Club Estates.

Please feel free to contact me should anyone need further information.

Sincerely,

A handwritten signature in black ink, appearing to read 'Debby Naiman'. The signature is fluid and cursive, with a large, looping 'D' at the beginning.

Debby Naiman  
Security Pacific Real Estate  
License #: 01085147

11707 Fair Oaks Blvd. STE 300  
Fair Oaks, CA 95628  
916-965-3300

3738 Robertson Ave, Sacramento, CA 95821-3804, Sacramento County

APN: 269-0021-003-0000 CLIP: 3235733896

Beds	3	Full Baths	2	Half Baths	N/A	Sale Price	N/A	Sale Date	N/A
Bldg Sq Ft	1,764	Lot Sq Ft	16,988	Yr Built	1960	Type	SFR		

## OWNER INFORMATION

Owner Name	Stolz Edward R	Tax Billing Zip	95628
Owner Name 2	Stolz Irene M Sr	Tax Billing ZIP + 4 Code	1300
Tax Billing Address	Po Box 1300	Owner Occupied	Yes
Tax Billing City & State	Fair Oaks, CA		

## TAX INFORMATION

APN	269-0021-003-0000	Lot #	12
Tax Area	54495	% Improved	78%
Water Tax Dist	Sacramento Suburban	Exemption(s)	Homeowner
Fire Dept Tax Dist	Sacramento Metropoli		
Legal Description	W 109 FT OF E 195 FT OF N 200 FT LOT 12 OAK PLAINS SUB NO 2		

## ASSESSMENT &amp; TAX

Assessment Year	2021	2020	2019
Assessed Value - Total	\$106,405	\$105,315	\$103,251
Assessed Value - Land	\$23,529	\$23,268	\$22,832
Assessed Value - Improved	\$82,876	\$82,027	\$80,419
YOY Assessed Change (\$)	\$1,093	\$2,064	
YOY Assessed Change (%)	1.03%	2%	
Tax Year	Total Tax	Change (\$)	Change (%)
2019	\$2,627		
2020	\$2,653	\$26	1%
2021	\$2,733	\$80	3.02%

Jurisdiction	Tax Type	Tax Amount
Csd#1 Delinquent Sewer	Actual	\$860.52
County Delinquent Refuse	Actual	\$376.34
Sacto County Stormwater Utili	Actual	\$93.46
Mission Oaks L & L Assessment	Actual	\$51.30
Utility Tax - County Of Sacra	Actual	\$16.46
Safca O & M Assessment #1	Actual	\$7.22
Water & Drainage Studies - Sc	Actual	\$6.92
Csa 1 Lights Sacunincorp Zone	Actual	\$2.50
Total Of Special Assessments	Actual	\$1,434.78

## CHARACTERISTICS

Lot Acres	0.13	Heat Type	Central
Lot Sq Ft	16,988	Patio Type	Covered Patio
Style	U-Shape	Parking Spaces	2
Gross Area	1,764	Garage Type	Covered
Building Sq Ft	1,764	Garage Capacity	2
Above Gnd Sq Ft	1,764	Garage Sq Ft	529
Ground Floor Area	1,764	Roof Material	Shingle
Stories	1	Construction	Wood
Condition	Average	Pool	Pool
Quality	Average	Year Built	1960
Total Rooms	6	Effective Year Built	1960
Bedrooms	3	Other Impvs	Covered Patio
Total Baths	2	Other Rooms	Foyer, Foyer
Full Baths	2	Equipment	Typical
Fireplace	Y	County Use Code	1 Family Residential
Fireplace Count	1	Universal Land Use	SFR
Cooling Type	Central	# of Buildings	1

Property Details Courtesy of Delbert Nauman, Member, National Automated Valuation System

The data within this report is compiled by CoreLogic. It is provided as a guide only and is not intended to be used as a basis for any legal or financial transaction. The data is not intended to be used as a basis for any legal or financial transaction. The data is not intended to be used as a basis for any legal or financial transaction.

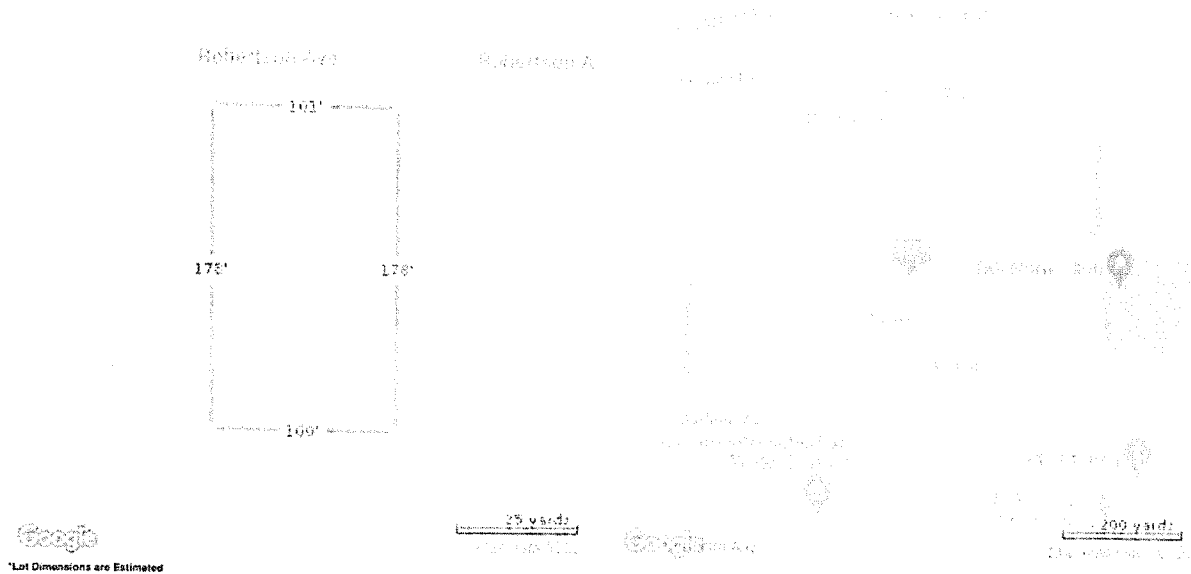
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## LAST MARKET SALE &amp; SALES HISTORY

Owner Name	Stolz Edward R	Owner Name 2	Stolz Irene M Sr
Recording Date		10/02/2017	
Settle Date		04/27/2009	
Nominal		Y	
Owner Name	Stolz Edward R Sr & I M Trust		
Seller Name	Stolz Edward R & Irene M		
Document Number	71002-611		
Deed Type	Quit Claim Deed		

## PROPERTY MAP



## Property Details Courtesy of Oakley Nelson, Realtor for Savaris, Inc.

The data within this report is compiled by Corelogic from public and private sources. The data is provided as-is, without warranty. The accuracy of the data is not guaranteed. The data is not intended to be used for any other purpose.

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Page: 2/2

(g) No Disqualification of Marital Deduction. In no event may the trustee exercise any power under this section in a manner that will impair the marital deduction.

6.8. Spendthrift Clause. The interests of the beneficiaries under this instrument are not transferable by voluntary or involuntary assignment or by operation of law, and shall be free from the claims of creditors and from attachment, execution, bankruptcy, and other legal process, to the maximum extent permitted by law. If any such transfer is made or attempted by or against any beneficiary, all further trust payments of income or principal or both to that beneficiary (and any right of that beneficiary to such payments) shall be suspended for a period of time or indefinitely (but in no case for longer than the term of the trust) as the trustee determines. In lieu of payments to that beneficiary, the trustee may apply so much of the trust income or principal or both to which the beneficiary would otherwise be entitled as the trustee deems necessary for the beneficiary's education and support. All trust income (to which the beneficiary would otherwise be entitled) not so applied shall in the discretion of the trustee be accumulated and added to trust principal at such time or times as the trustee deems proper. Notwithstanding anything to the contrary in this section of this instrument, the surviving settlor shall be paid all income to which he or she is entitled under the Qualified Terminable Interest Property (QTIP) Trust.

#### ARTICLE SEVEN TRUSTEE

7.1. Remaining Settlor-Trustee Serves Alone. On the death of the deceased settlor, or if, for any reason, before that time either settlor ceases to act as trustee, including as a result of his or her incapacity as defined in this Article Seven, no successor co-trustee shall be appointed. Rather, the remaining settlor trustee named in Article One shall have full power to act as trustee and to complete the trust administration.

7.2. Successor Trustees. On the death of the remaining settlor-trustee, or if, for any reason, the remaining settlor-trustee ceases to act as trustee, including as a result of his or her incapacity as defined in this Article Seven, then EDWARD R. STOLZ, II shall serve as Successor Trustee. In the event that EDWARD R. STOLZ, II is unwilling or unable to serve as Successor Trustee then HARRY M. GANNON and MITCHELL (SLAVA) CHESTOHIN shall serve as Alternate Successor Co-Trustee. In the event that either of them is unwilling or unable to serve as Alternate Successor Co-Trustee then the remaining other of them shall serve solely as Alternate Successor Trustee. If all those named above are unwilling or unable to serve as successor trustee, a new trustee or co-trustees shall be appointed by majority vote of the adult beneficiaries of the trust who are then entitled to receive income under the trust, or who would be entitled to receive a distribution of principal from the trust if the trust were terminating, and who

or apply more for some beneficiaries than for others, and may make payments to or for one or more beneficiaries to the exclusion of others. No amount paid or applied need thereafter be repaid to the trustee or restored to the trust. In exercising discretion, the trustee shall give the consideration that the trustee deems proper to all other income and resources that are known to the trustee and that are readily available to the beneficiaries for use for these purposes. All decisions of the trustee regarding payments under this subsection, if any, are within the trustee's discretion and shall be final and incontestable by anyone. The trustee shall accumulate and add to principal any net income not distributed.

(b) Surviving Settlor's Right to Withdraw Principal. The surviving settlor shall have the power to withdraw from the trust principal each calendar year those amounts as shall not exceed the greater of five thousand dollars (\$5,000) or five percent (5%) of the assets, valued as of the end of the calendar year. The surviving settlor shall exercise this power by a written instrument signed by him or her and delivered to the trustee. This power is noncumulative and to the extent it is not exercised by the end of the calendar year, it shall lapse. This power shall exist each year until the death of the surviving settlor.

6.4. Disposition of Bypass Trust on Death of Surviving Settlor. On the death of the surviving settlor, the trustee shall hold, administer, and distribute the assets of the Bypass Trust as follows:

(a) Specific Distributions from the Trust Estate. Prior to distribution of the balance of the trust estate, the trustee shall make the following specific distributions outright to the donee(s) listed below: NONE

(b) Distribution of the balance of the Trust Estate. The trustee shall divide the balance of the trust property (including all income then accrued but uncollected and all income then remaining in the hands of the trustee) and distribute it as follows:

- (1) EDWARD R. STOLZ, II settlors' son, shall receive one-hundred percent (100%) of the trust estate.

(c) Distribution Instructions. Where applicable the trustee is instructed to distribute the individual shares of the trust estate in accordance to the following instructions:

- (1) The share created for a beneficiary named in subsection (b) above shall be distributed outright to that person.

SCHEDULE  
OF THE SEPARATE PROPERTY OF EDWARD R. STOLZ, SR.

NOTE: THESE ASSETS ARE TO BE TRANSFERRED TO THE NAME OF YOUR TRUST

**ITEM:**

**DESCRIPTION:**

**Real Property:**

**Location**

Residence

3738 Robertson Av.,  
Sacramento, California

**Bank Accounts**

**Account No.:**

"Schedule B"

**Securities/Mutual Funds/Bonds:**

**Account No.:**

"Schedule C"

**Vehicles:** (May be Transferred to the Trust Through the DMV)

None transferred

OTHER ASSETS

NOTE: THESE ASSETS ARE NOT TO BE TRANSFERRED TO TRUST -  
if you wish, you may name the Trust as the Contingent Beneficiary

**IRA's and Retirement Plans:**

**Account No.:**

None transferred

**Annuities/Insurance:**

**Policy No.:**

None transferred



# Comparative Market Analysis

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**3738 Robertson Avenue, Sacramento,  
California 95821**

**Edward R Stolz and Irene M Stolz  
Revocable Trust**

JULY 13, 2022

**Debby Naiman**

Security Pacific Real Estate Brokerage

# Debby Naiman

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## Debby Naiman

License #: 01085147

### Affiliation:

- Security Pacific Real Estate Brokerage

### Experience:

- 34+ Years Associated with Security Pacific Real Estate
- Residential, Commercial, Land, Lease Acquisition
- Continuing Real Estate Education; Ongoing

### Professional Associations:

- Executive Council
- Masters Club
- Sacramento Association of Realtors
- California Association of Realtors
- National Association of Realtors
- Palm Springs Association of Realtors

Debby Naiman

Security Pacific Real Estate Brokerage

REinfo4U@comcast.net | DRE # 01085147

# Security Pacific Real Estate Brokerage

Our company, Security Pacific Real Estate Brokerage, is a multifaceted business that operates with you, the customer, at the forefront of our day-to-day operations. We are well known and respected in the community and our philosophies are based on both honesty and integrity. As a client centered business, you will receive personal service and be backed by a reputable company.

We implement multi-level marketing strategies that benefit our clients with every transaction. Our real estate agents have extensive access to information about the communities in which they deal. This includes, but is not limited to: schools, populations, recreation, entertainment, home values, growth potential and surrounding areas. Many agents live in the areas we serve and therefore can more accurately overcome potential obstacles and focus on the unique needs of our clients.

Our commercial division is well-equipped to provide today's growing number of real estate investors with opportunities for both income and commercial properties.

The real estate market is always changing and as a result, our agents regularly attend training sessions and events to further their knowledge and be sure that they are focusing on current conditions that affect today's buyers and sellers. This type of training is imperative if we are to be successful in obtaining top dollar on home sales. Our goal is to make sure that we satisfy the special needs of all of our clients and at the same time make the process and transactions go as smoothly as possible.

Our company is dedicated to maintaining a professional, trustworthy relationship with our clients. One way this can be seen is through this Comparative Market Analysis (CMA) which you hold in your hand. This CMA compiles the most current and accurate information relevant to the sale of your home. Seeing that this is perhaps your most valuable asset, it is imperative that you be equipped with the most complete information possible related to the pricing and marketing of your home.

Debby Naiman

Security Pacific Real Estate Brokerage

REinfo4U@comcast.net | DRE # 01085147

# What is a CMA

**No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparative market analysis, or CMA, is most useful.**

## What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data such as type of home, number of bedrooms, number of baths, lot size, neighborhood, property condition and features, and many other factors. The purpose is to show estimated market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

## How is the CMA created?

CMAs are generated by using property information from your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members. Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

## How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.

Debby Naiman

Security Pacific Real Estate Brokerage

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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Contact Me

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**Debby Naiman**  
**Security Pacific Real Estate**  
**Brokerage**



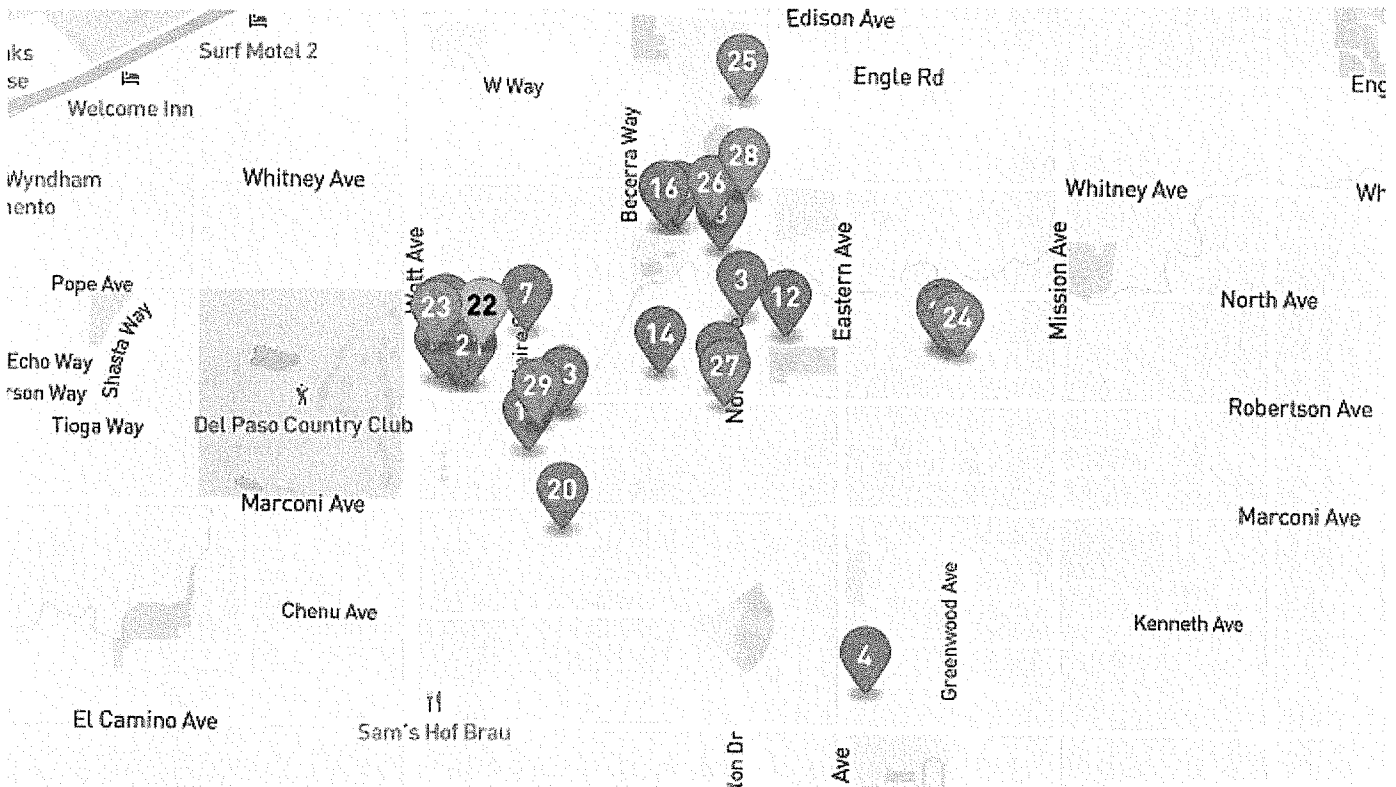
11707 Fair Oaks Blvd. STE 300; Fair Oaks, CA.  
95628  
[REinfo4U@comcast.net](mailto:REinfo4U@comcast.net)  
916-965-3300  
01085147

Debby Naiman  
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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Map of Comparable Listings



STATUS: S = CLOSED P = PENDING B = PENDING BRING BACKUP A = ACTIVE

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
1	<b>Subject</b>		<b>3738 Robertson Ave</b>	<b>3</b>	<b>2.00</b>	<b>1,764</b>	<b>-</b>
2	221113259	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	4045 Robertson Avenue	4	2.00	2,368	\$599,000
3	221155739	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	3214 Norris Avenue	4	2.00	1,722	\$660,000
4	222045770	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	4308 Ravenwood Avenue	3	2.00	1,739	\$676,000
5	222063832	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	3325 Lynne Way	3	2.00	2,165	\$767,000
6	222041245	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	3127 Greenwood Avenue	4	2.00	1,664	\$640,000
7	222037904	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	3701 Thornwood Drive	4	2.00	1,928	\$530,000
8	222060938	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	3345 Norris Avenue	2	2.00	1,926	\$745,000
9	221115168	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	3101 Cowan Circle	3	2.00	1,650	\$565,000
10	221093250	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	3938 Pounds Avenue	3	2.00	1,709	\$620,000
11	222056021	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	2948 Montclair Street	4	2.00	1,793	\$595,000
12	221106633	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	4170 Silver Crest Avenue	3	2.00	1,898	\$580,000
13	222043105	<span style="background-color: #cccccc; border-radius: 50%; padding: 2px;">S</span>	3729 Huff Way	3	2.00	1,614	\$600,000

Debby Naiman

















Security Pacific Real Estate Brokerage

REinfo4U@comcast.net | DRE # 01085147



## Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

14	222053324		3113 Clairidge Way	4	2.00	1,961	\$756,000
15	221153518		3324 Lynne Way	3	2.00	1,549	\$557,000
16	222037019		3926 Pounds Avenue	3	2.00	1,655	\$670,000
17	221117653		3334 Lynne Way	3	2.00	1,886	\$632,500
18	221098904		3123 Greenwood Ave	3	2.00	1,632	\$610,000
19	221089449		3521 Robertson Avenue	3	2.00	2,300	\$675,000
20	222143623		3737 Font Street	4	2.00	1,633	\$500,000
21	221143370		3609 Robertson Avenue	3	2.00	1,608	\$539,000
22	222068391		3608 Thornwood Drive	2	2.00	1,703	\$599,000
23	222083120		3318 Lynne Way	3	2.00	1,730	\$549,000
24	222070306		3120 Greenwood Avenue	3	2.00	1,447	\$515,000
25	222052777		3536 Norris Avenue	4	3.00	2,448	\$524,999
26	222089271		4010 Pounds Avenue	4	2.00	2,053	\$750,000
27	222069216		3031 Norris Avenue	3	2.00	1,751	\$500,000
28	222040472		3442 Norris Avenue	4	2.00	1,699	\$575,000
29	222090400		3708 Huff Way	3	2.00	1,541	\$559,000

Debby Naiman

Security Pacific Real Estate Brokerage

REinfo4U@comcast.net | DRE # 01085147

Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Summary of Comparable Properties

## SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
4045 Robertson Avenue	10/29/21	4	2.00	2,368	\$599,000	\$253
3214 Norris Avenue	2/15/22	4	2.00	1,722	\$660,000	\$383
4308 Ravenwood Avenue	5/5/22	3	2.00	1,739	\$676,000	\$389
3325 Lynne Way	6/10/22	3	2.00	2,165	\$767,000	\$354
3127 Greenwood Avenue	5/5/22	4	2.00	1,664	\$640,000	\$385
3701 Thornwood Drive	5/9/22	4	2.00	1,928	\$530,000	\$275
3345 Norris Avenue	6/16/22	2	2.00	1,926	\$745,000	\$387
3101 Cowan Circle	10/13/21	3	2.00	1,650	\$565,000	\$342
3938 Pounds Avenue	9/3/21	3	2.00	1,709	\$620,000	\$363
2948 Montclair Street	5/31/22	4	2.00	1,793	\$595,000	\$332
4170 Silver Crest Avenue	10/15/21	3	2.00	1,898	\$580,000	\$306
3729 Huff Way	5/5/22	3	2.00	1,614	\$600,000	\$372
3113 Clairidge Way	5/31/22	4	2.00	1,961	\$756,000	\$386
3324 Lynne Way	3/18/22	3	2.00	1,549	\$557,000	\$360
3926 Pounds Avenue	4/26/22	3	2.00	1,655	\$670,000	\$405
3334 Lynne Way	10/13/21	3	2.00	1,886	\$632,500	\$335
3123 Greenwood Ave	9/20/21	3	2.00	1,632	\$610,000	\$374
3521 Robertson Avenue	9/17/21	3	2.00	2,300	\$675,000	\$293
3737 Font Street	12/28/21	4	2.00	1,633	\$500,000	\$306
3609 Robertson Avenue	12/7/21	3	2.00	1,608	\$539,000	\$335
<b>Averages</b>				<b>1,820</b>	<b>\$625,825</b>	<b>\$347</b>

## PENDING LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
3608 Thornwood Drive	-	2	2.00	1,703	\$599,000	\$352
<b>Averages</b>				<b>1,703</b>	<b>\$599,000</b>	<b>\$352</b>

## BACKUP OFFER LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
3318 Lynne Way	-	3	2.00	1,730	\$549,000	\$317

Debby Naiman

Security Pacific Real Estate Brokerage

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## Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

## Averages

1,730

\$549,000

\$317



## ACTIVE LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
3120 Greenwood Avenue	-	3	2.00	1,447	\$515,000	\$356
3536 Norris Avenue	-	4	3.00	2,448	\$524,999	\$214
4010 Pounds Avenue	-	4	2.00	2,053	\$750,000	\$365
3031 Norris Avenue	-	3	2.00	1,751	\$500,000	\$286
3442 Norris Avenue	-	4	2.00	1,699	\$575,000	\$338
3708 Huff Way	-	3	2.00	1,541	\$559,000	\$363
Averages				1,823	\$570,666	\$320

Debby Naiman

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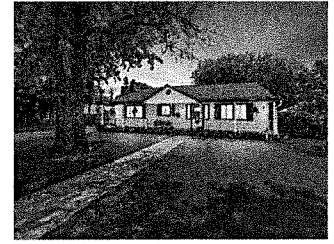
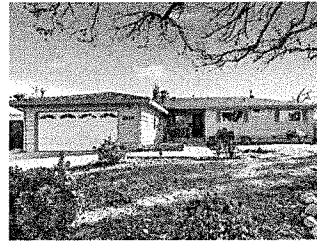
REinfo4U@comcast.net | DRE # 01085147

Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Properties

Photo not available



**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY

**4045 Robertson Avenue**  
Sacramento, CA 95821  
**CLOSED** 10/29/21

**3214 Norris Avenue**  
Sacramento, CA 95821  
**CLOSED** 2/15/22

**4308 Ravenwood Avenue**  
Sacramento, CA 95821  
**CLOSED** 5/5/22

## Details

MLS #	-	MLS #	221113259	MLS #	221155739	MLS #	222045770
List Price	-	List Price	\$599,000	List Price	\$646,400	List Price	\$599,000
Sold Price	-	Sold Price	\$599,000	Sold Price	\$660,000	Sold Price	\$676,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	10/29/21	Sold Date	2/15/22	Sold Date	5/5/22
\$/Sold	-	\$/Sqft	\$253	\$/Sqft	\$383	\$/Sqft	\$389
DOM	-	DOM	29	DOM	13	DOM	5
Year Built	1960	Year Built	1966	Year Built	1960	Year Built	1990
Sqft	1,764	Sqft	2,368	Sqft	1,722	Sqft	1,739
Lot Size (sqft)	16,944	Lot Size (sqft)	10,454	Lot Size (sqft)	10,019	Lot Size (sqft)	16,553
Area	-	Area	10821	Area	10821	Area	10821
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Ranch	Style	-	Style	Ranch
Taxes	2732.78	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	4	Beds	4	Beds	3
Baths	2.00	Baths	2.00	Baths	2.00	Baths	2.00
Garages	2	Garages	2	Garages	2	Garages	2
Acres	0.39	Acres	0.24	Acres	0.23	Acres	0.38

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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Properties

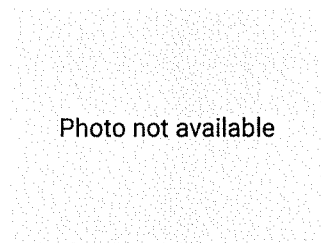
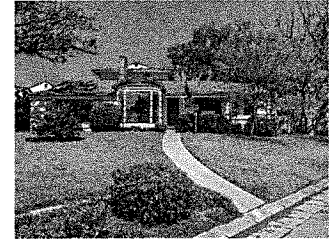
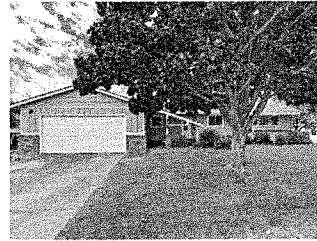


Photo not available



**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY

**3325 Lynne Way**  
Sacramento, CA 95821  
**CLOSED** 6/10/22

**3127 Greenwood Avenue**  
Sacramento, CA 95821  
**CLOSED** 5/5/22

**3701 Thornwood Drive**  
Sacramento, CA 95821  
**CLOSED** 5/9/22

## Details

MLS #	-	MLS #	222063832	MLS #	222041245	MLS #	222037904
List Price	-	List Price	\$724,950	List Price	\$599,000	List Price	\$530,000
Sold Price	-	Sold Price	\$767,000	Sold Price	\$640,000	Sold Price	\$530,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	6/10/22	Sold Date	5/5/22	Sold Date	5/9/22
\$/Sold	-	\$/Sqft	\$354	\$/Sqft	\$385	\$/Sqft	\$275
DOM	-	DOM	4	DOM	12	DOM	7
Year Built	1960	Year Built	1965	Year Built	1963	Year Built	1955
Sqft	1,764	Sqft	2,165	Sqft	1,664	Sqft	1,928
Lot Size (sqft)	16,944	Lot Size (sqft)	13,504	Lot Size (sqft)	10,019	Lot Size (sqft)	8,276
Area	-	Area	10821	Area	10821	Area	10821
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Mid-Century, Contemporary	Style	Modern/High Tech, Ranch	Style	Craftsman
Taxes	2732.78	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	3	Beds	4	Beds	4
Baths	2.00	Baths	2.00	Baths	2.00	Baths	2.00
Garages	2	Garages	2	Garages	2	Garages	-
Acres	0.39	Acres	0.31	Acres	0.23	Acres	0.19

Debby Naiman

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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Properties

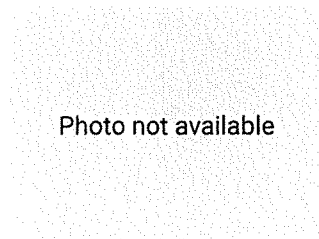
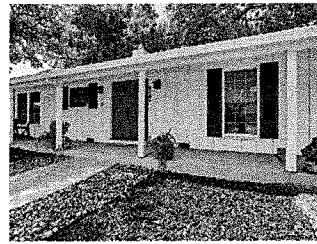


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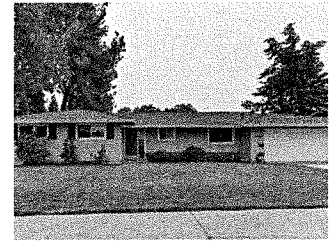
**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY



**3345 Norris Avenue**  
Sacramento, CA 95821  
**CLOSED** 6/16/22



**3101 Cowan Circle**  
Sacramento, CA 95821  
**CLOSED** 10/13/21



**3938 Pounds Avenue**  
Sacramento, CA 95821  
**CLOSED** 9/3/21

## Details

MLS #	-	MLS #	222060938	MLS #	221115168	MLS #	221093250
List Price	-	List Price	\$699,000	List Price	\$549,921	List Price	\$599,000
Sold Price	-	Sold Price	\$745,000	Sold Price	\$565,000	Sold Price	\$620,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	6/16/22	Sold Date	10/13/21	Sold Date	9/3/21
\$/Sold	-	\$/Sqft	\$387	\$/Sqft	\$342	\$/Sqft	\$363
DOM	-	DOM	34	DOM	9	DOM	4
Year Built	1960	Year Built	1972	Year Built	1965	Year Built	1966
Sqft	1,764	Sqft	1,926	Sqft	1,650	Sqft	1,709
Lot Size (sqft)	16,944	Lot Size (sqft)	13,504	Lot Size (sqft)	7,841	Lot Size (sqft)	10,019
Area	-	Area	10821	Area	10821	Area	10821
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Contemporary	Style	Ranch	Style	Ranch
Taxes	2732.78	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	2	Beds	3	Beds	3
Baths	2.00	Baths	2.00	Baths	2.00	Baths	2.00
Garages	2	Garages	2	Garages	2	Garages	2
Acres	0.39	Acres	0.31	Acres	0.18	Acres	0.23

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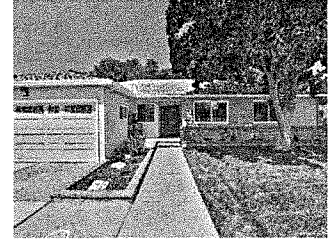
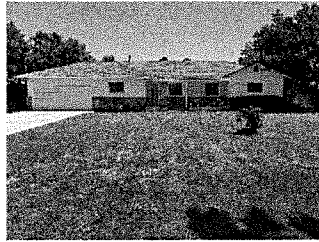


Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Properties

Photo not available



**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY

**2948 Montclair Street**  
Sacramento, CA 95821  
**CLOSED** 5/31/22

**4170 Silver Crest Avenue**  
Sacramento, CA 95821  
**CLOSED** 10/15/21

**3729 Huff Way**  
Sacramento, CA 95821  
**CLOSED** 5/5/22

## Details

MLS #	-	MLS #	222056021	MLS #	221106633	MLS #	222043105
List Price	-	List Price	\$589,000	List Price	\$559,000	List Price	\$549,000
Sold Price	-	Sold Price	\$595,000	Sold Price	\$580,000	Sold Price	\$600,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	5/31/22	Sold Date	10/15/21	Sold Date	5/5/22
\$/Sold	-	\$/Sqft	\$332	\$/Sqft	\$306	\$/Sqft	\$372
DOM	-	DOM	4	DOM	5	DOM	3
Year Built	1960	Year Built	1951	Year Built	1960	Year Built	1956
Sqft	1,764	Sqft	1,793	Sqft	1,898	Sqft	1,614
Lot Size (sqft)	16,944	Lot Size (sqft)	14,911	Lot Size (sqft)	10,454	Lot Size (sqft)	6,098
Area	-	Area	10821	Area	10821	Area	10821
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Ranch	Style	Ranch	Style	Traditional
Taxes	2732.78	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	4	Beds	3	Beds	3
Baths	2.00	Baths	2.00	Baths	2.00	Baths	2.00
Garages	2	Garages	2	Garages	2	Garages	2
Acres	0.39	Acres	0.3423	Acres	0.24	Acres	0.14

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Security Pacific Real Estate Brokerage

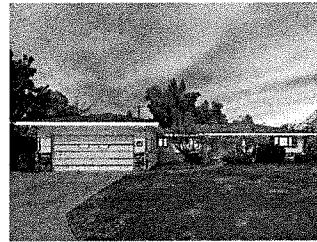
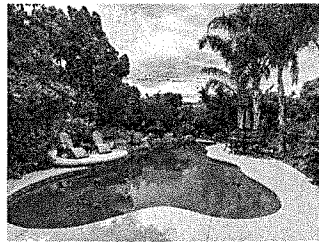
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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Properties

Photo not available



**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY

**3113 Clairidge Way**  
Sacramento, CA 95821  
**CLOSED** 5/31/22

**3324 Lynne Way**  
Sacramento, CA 95821  
**CLOSED** 3/18/22

**3926 Pounds Avenue**  
Sacramento, CA 95821  
**CLOSED** 4/26/22

## Details

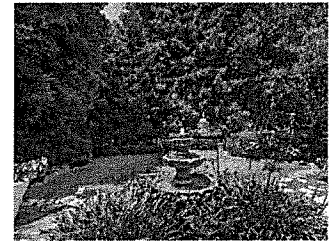
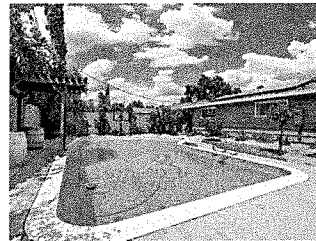
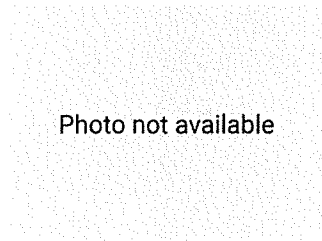
MLS #	-	MLS #	222053324	MLS #	221153518	MLS #	222037019
List Price	-	List Price	\$749,000	List Price	\$536,900	List Price	\$665,000
Sold Price	-	Sold Price	\$756,000	Sold Price	\$557,000	Sold Price	\$670,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	5/31/22	Sold Date	3/18/22	Sold Date	4/26/22
\$/Sold	-	\$/Sqft	\$386	\$/Sqft	\$360	\$/Sqft	\$405
DOM	-	DOM	7	DOM	6	DOM	7
Year Built	1960	Year Built	1966	Year Built	1965	Year Built	1966
Sqft	1,764	Sqft	1,961	Sqft	1,549	Sqft	1,655
Lot Size (sqft)	16,944	Lot Size (sqft)	11,326	Lot Size (sqft)	10,454	Lot Size (sqft)	10,019
Area	-	Area	10821	Area	10821	Area	10821
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Ranch	Style	-	Style	-
Taxes	2732.78	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	4	Beds	3	Beds	3
Baths	2.00	Baths	2.00	Baths	2.00	Baths	2.00
Garages	2	Garages	2	Garages	2	Garages	2
Acres	0.39	Acres	0.26	Acres	0.24	Acres	0.23

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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Properties



**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY

**3334 Lynne Way**  
Sacramento, CA 95821  
**CLOSED** 10/13/21

**3123 Greenwood Ave**  
Sacramento, CA 95821  
**CLOSED** 9/20/21

**3521 Robertson Avenue**  
Sacramento, CA 95821  
**CLOSED** 9/17/21

## Details

MLS #	-	MLS #	221117653	MLS #	221098904	MLS #	221089449
List Price	-	List Price	\$585,000	List Price	\$599,000	List Price	\$675,000
Sold Price	-	Sold Price	\$632,500	Sold Price	\$610,000	Sold Price	\$675,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	10/13/21	Sold Date	9/20/21	Sold Date	9/17/21
\$/Sold	-	\$/Sqft	\$335	\$/Sqft	\$374	\$/Sqft	\$293
DOM	-	DOM	5	DOM	12	DOM	28
Year Built	1960	Year Built	1965	Year Built	1963	Year Built	1997
Sqft	1,764	Sqft	1,886	Sqft	1,632	Sqft	2,300
Lot Size (sqft)	16,944	Lot Size (sqft)	8,712	Lot Size (sqft)	8,276	Lot Size (sqft)	16,052
Area	-	Area	10821	Area	10821	Area	10821
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Ranch	Style	Ranch	Style	-
Taxes	2732.78	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	3	Beds	3	Beds	3
Baths	2.00	Baths	2.00	Baths	2.00	Baths	2.00
Garages	2	Garages	2	Garages	2	Garages	3
Acres	0.39	Acres	0.2	Acres	0.19	Acres	0.3685

Debby Naiman

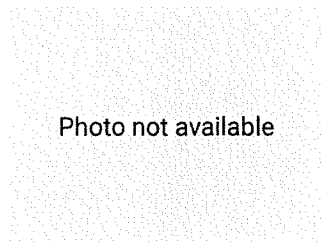
Security Pacific Real Estate Brokerage

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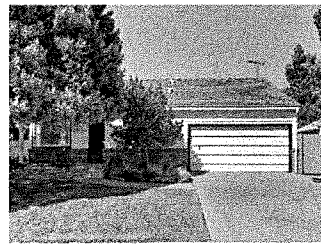
Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

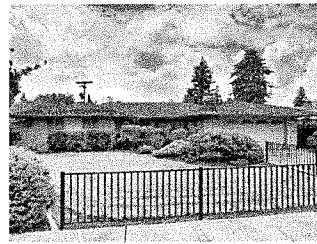
# Comparable Properties



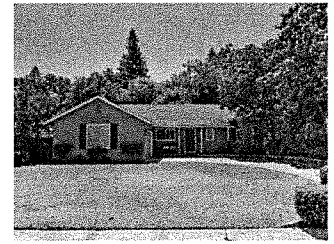
**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY



**3737 Font Street**  
Sacramento, CA 95821  
**CLOSED** 12/28/21



**3609 Robertson Avenue**  
Sacramento, CA 95821  
**CLOSED** 12/7/21



**3608 Thornwood Drive**  
Sacramento, CA 95821  
**PENDING** 6/30/22

## Details

MLS #	-	MLS #	221143623	MLS #	221143370	MLS #	222068391
List Price	-	List Price	\$499,999	List Price	\$489,000	List Price	\$599,000
Sold Price	-	Sold Price	\$500,000	Sold Price	\$539,000	Sold Price	-
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	12/28/21	Sold Date	12/7/21	Sold Date	-
\$/Sold	-	\$/Sqft	\$306	\$/Sqft	\$335	\$/Sqft	\$352
DOM	-	DOM	12	DOM	6	DOM	8
Year Built	1960	Year Built	1950	Year Built	1965	Year Built	-
Sqft	1,764	Sqft	1,633	Sqft	1,608	Sqft	1,703
Lot Size (sqft)	16,944	Lot Size (sqft)	7,671	Lot Size (sqft)	7,405	Lot Size (sqft)	13,939
Area	-	Area	10821	Area	10821	Area	10821
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Ranch, Traditional	Style	-	Style	Ranch
Taxes	2732.78	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	4	Beds	3	Beds	2
Baths	2.00	Baths	2.00	Baths	2.00	Baths	2.00
Garages	2	Garages	2	Garages	2	Garages	2
Acres	0.39	Acres	0.1761	Acres	0.17	Acres	0.32

Debby Naiman

Security Pacific Real Estate Brokerage

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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Properties

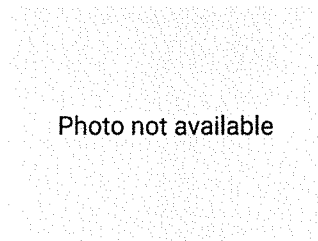
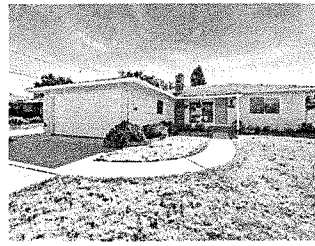


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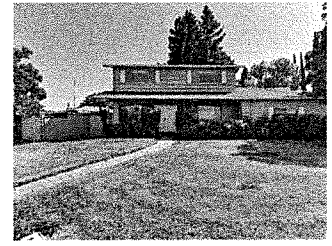
**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY



**3318 Lynne Way**  
Sacramento, CA 95821  
**PENDING BRING BACKUP** 7/11/22



**3120 Greenwood Avenue**  
Sacramento, CA 95821  
**ACTIVE** 6/1/22



**3536 Norris Avenue**  
Sacramento, CA 95821  
**ACTIVE** 4/29/22

## Details

MLS #	-	MLS #	222083120	MLS #	222070306	MLS #	222052777
List Price	-	List Price	\$549,000	List Price	\$515,000	List Price	\$524,999
Sold Price	-	Sold Price	-	Sold Price	-	Sold Price	-
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	-	Sold Date	-	Sold Date	-
\$/Sold	-	\$/Sqft	\$317	\$/Sqft	\$356	\$/Sqft	\$214
DOM	-	DOM	19	DOM	42	DOM	47
Year Built	1960	Year Built	1965	Year Built	1954	Year Built	1960
Sqft	1,764	Sqft	1,730	Sqft	1,447	Sqft	2,448
Lot Size (sqft)	16,944	Lot Size (sqft)	10,019	Lot Size (sqft)	10,019	Lot Size (sqft)	8,276
Area	-	Area	10821	Area	10821	Area	10821
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	-	Style	Ranch	Style	-
Taxes	2732.78	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	3	Beds	3	Beds	4
Baths	2.00	Baths	2.00	Baths	2.00	Baths	3.00
Garages	2	Garages	2	Garages	2	Garages	2
Acres	0.39	Acres	0.23	Acres	0.23	Acres	0.19

Debby Naiman  
Security Pacific Real Estate Brokerage  
REinfo4U@comcast.net | DRE # 01085147

Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Properties

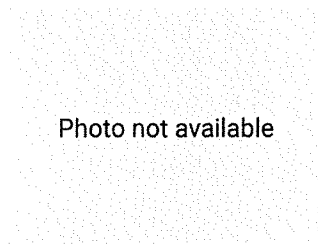
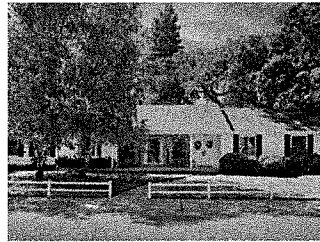
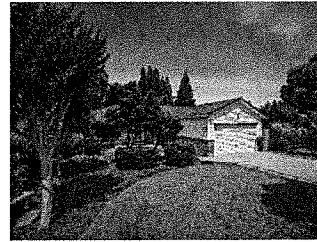


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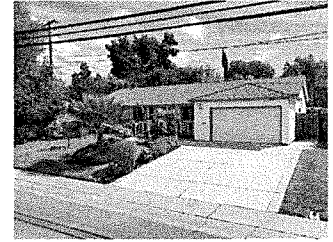
**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY



**4010 Pounds Avenue**  
Sacramento, CA 95821  
**ACTIVE** 7/7/22



**3031 Norris Avenue**  
Sacramento, CA 95821  
**ACTIVE** 5/27/22



**3442 Norris Avenue**  
Sacramento, CA 95821  
**ACTIVE** 4/14/22

## Details

MLS #	-	MLS #	222089271	MLS #	222069216	MLS #	222040472
List Price	-	List Price	\$750,000	List Price	\$500,000	List Price	\$575,000
Sold Price	-	Sold Price	-	Sold Price	-	Sold Price	-
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	-	Sold Date	-	Sold Date	-
\$/Sold	-	\$/Sqft	\$365	\$/Sqft	\$286	\$/Sqft	\$338
DOM	-	DOM	5	DOM	47	DOM	89
Year Built	1960	Year Built	1966	Year Built	1956	Year Built	1959
Sqft	1,764	Sqft	2,053	Sqft	1,751	Sqft	1,699
Lot Size (sqft)	16,944	Lot Size (sqft)	10,019	Lot Size (sqft)	10,019	Lot Size (sqft)	9,583
Area	-	Area	10821	Area	10821	Area	10821
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Colonial, Ranch, Traditional	Style	Traditional	Style	-
Taxes	2732.78	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	4	Beds	3	Beds	4
Baths	2.00	Baths	2.00	Baths	2.00	Baths	2.00
Garages	2	Garages	2	Garages	2	Garages	2
Acres	0.39	Acres	0.23	Acres	0.23	Acres	0.22

Debby Naiman

Security Pacific Real Estate Brokerage

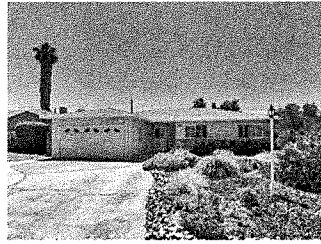
REinfo4U@comcast.net | DRE # 01085147

Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Properties

Photo not available



**3738 Robertson Avenue**  
Sacramento, California 95821  
SUBJECT PROPERTY

**3708 Huff Way**  
Sacramento, CA 95821  
**ACTIVE** 7/8/22

## Details

MLS #	-	MLS #	222090400
List Price	-	List Price	\$559,000
Sold Price	-	Sold Price	-
Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	-
\$/Sold	-	\$/Sqft	\$363
DOM	-	DOM	5
Year Built	1960	Year Built	1956
Sqft	1,764	Sqft	1,541
Lot Size (sqft)	16,944	Lot Size (sqft)	6,098
Area	-	Area	10821
Subdivision	-	Subdivision	-
Style	-	Style	Contemporary
Taxes	2732.78	Taxes	-
Beds	3	Beds	3
Baths	2.00	Baths	2.00
Garages	2	Garages	2
Acres	0.39	Acres	0.14

**Debby Naiman**

Security Pacific Real Estate Brokerage

REinfo4U@comcast.net | DRE # 01085147

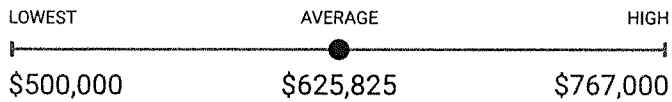


Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Comparable Property Statistics

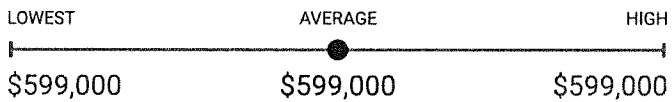
## S 20 Sold Listings



AVG PRICE / SQFT  
**\$347**

AVG DOM  
**10**

## P 1 Pending Listings



AVG PRICE / SQFT  
**\$352**

AVG DOM  
**8**

## B 1 Backup Offer Listings



AVG PRICE / SQFT  
**\$317**

AVG DOM  
**19**

## A 6 Active Listings



AVG PRICE / SQFT  
**\$320**

AVG DOM  
**39**

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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Sold Property Analysis

## Averages

# 103.9%

Homes sold for an average of 103.9% of their list price.

# 10

Days on market

It took an average of 10 days for a home to sell.

## Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	\$ PER SQFT
4045 Robertson Avenue	\$650,000	\$599,000	92.15%	29	\$253
3214 Norris Avenue	\$646,400	\$660,000	102.10%	13	\$383
4308 Ravenwood Avenue	\$599,000	\$676,000	112.85%	5	\$389
3325 Lynne Way	\$724,950	\$767,000	105.80%	4	\$354
3127 Greenwood Avenue	\$599,000	\$640,000	106.84%	12	\$385
3701 Thornwood Drive	\$530,000	\$530,000	100.00%	7	\$275
3345 Norris Avenue	\$699,000	\$745,000	106.58%	34	\$387
3101 Cowan Circle	\$549,921	\$565,000	102.74%	9	\$342
3938 Pounds Avenue	\$599,000	\$620,000	103.51%	4	\$363
2948 Montclair Street	\$589,000	\$595,000	101.02%	4	\$332
4170 Silver Crest Avenue	\$575,000	\$580,000	100.87%	5	\$306
3729 Huff Way	\$549,000	\$600,000	109.29%	3	\$372
3113 Clairidge Way	\$749,000	\$756,000	100.93%	7	\$386
3324 Lynne Way	\$536,900	\$557,000	103.74%	6	\$360
<b>Averages</b>	<b>\$610,258</b>	<b>\$625,825</b>	<b>102.55%</b>	<b>10</b>	<b>\$347</b>

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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

## Averages

# 103.9%

Homes sold for an average of 103.9% of their list price.

# 10

Days on market

It took an average of 10 days for a home to sell.

## Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	\$ PER SQFT
3926 Pounds Avenue	\$665,000	\$670,000	100.75%	7	\$405
3334 Lynne Way	\$585,000	\$632,500	108.12%	5	\$335
3123 Greenwood Ave	\$625,000	\$610,000	97.60%	12	\$374
3521 Robertson Avenue	\$745,000	\$675,000	90.60%	28	\$293
3737 Font Street	\$499,999	\$500,000	100.00%	12	\$306
3609 Robertson Avenue	\$489,000	\$539,000	110.22%	6	\$335
<b>Averages</b>	<b>\$610,258</b>	<b>\$625,825</b>	<b>102.55%</b>	<b>10</b>	<b>\$347</b>

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Comparative Market Analysis

3738 Robertson Avenue, Sacramento, California 95821

# Suggested List Price

Analysis of the comparable properties suggests a list price of:

**\$600,000**  
\$340 / sqft

## Comparable Averages *per Status*

**S** 20 Sold

**\$625,825** \$347 / sqft

10 Days on Market

**P** 1 Pending

**\$599,000** \$352 / sqft

8 Days on Market

**B** 1 Backup Offer

**\$549,000** \$317 / sqft

19 Days on Market

**A** 6 Active

**\$570,666** \$320 / sqft

**ADJ†** \$570,667 \$320 / sqft

39 Days on Market

## Additional Notes

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data fields such as single-family or condo, number of bedrooms, number of baths, postal codes, and many other factors. Its purpose is to show fair market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

Debby Naiman

Security Pacific Real Estate Brokerage

REinfo4U@comcast.net | DRE # 01085147

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## EXHIBIT B-2



July 14, 2022

To Whom It May Concern:

Regarding the property located at: 1 Toscana Way West, Rancho Mirage, CA 92270

The information provided by me, Debby Naiman, associated with Security Pacific Real Estate Brokerage for 34 + plus years, is true and correct. This is based upon my knowledge of the area and the current market analysis I have attached from the Palm Springs Association of Realtors and the Tax Records of Riverside County.

The property is held in the name of: The Dominic Rose Trust, Edward R Stolz as Successor Trustee. The Trustee has 100% rights to sell the property at any time.

There is a Loan on this property. Loan amount is approximately: \$500,000 not including closing fees, which are normal yet unknown sums, until an offer is accepted. Once the escrow is opened, and the title company puts all those fees together, the pay-off sum can be determined.

The subject property, located in a beautiful private gated community known as, La Toscana, is in a prestige, highly sought after, Rancho Mirage location. The property has 4,159 sq feet and is the largest in this neighborhood and it also includes a separate Casita with a kitchenette, living area and full bathroom. The main home has 4 bedrooms, 4 full bathrooms and 1 half bath. The property sits on a corner lot and includes a Swimming pool, spa with 2 waterfalls and an outdoor shower.

During my extensive research, I have determined that the property should sell close to \$1,300,000.

Please feel free to contact me should anyone need further information.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Debby Naiman', written over the word 'Sincerely,'.

Debby Naiman  
Security Pacific Real Estate  
License #: 01085147

Comparative Market Analysis

## Security Pacific Real Estate Brokerage

Our company, Security Pacific Real Estate Brokerage, is a multifaceted business that operates with you, the customer, at the forefront of our day-to-day operations. We are well known and respected in the community and our philosophies are based on both honesty and integrity. As a client centered business, you will receive personal service and be backed by a reputable company.

We implement multi-level marketing strategies that benefit our clients with every transaction. Our real estate agents have extensive access to information about the communities in which they deal. This includes, but is not limited to: schools, populations, recreation, entertainment, home values, growth potential and surrounding areas. Many agents live in the areas we serve and therefore can more accurately overcome potential obstacles and focus on the unique needs of our clients.

Our commercial division is well-equipped to provide today's growing number of real estate investors with opportunities for both income and commercial properties.

The real estate market is always changing and as a result, our agents regularly attend training sessions and events to further their knowledge and be sure that they are focusing on current conditions that affect today's buyers and sellers. This type of training is imperative if we are to be successful in obtaining top dollar on home sales. Our goal is to make sure that we satisfy the special needs of all of our clients and at the same time make the process and transactions go as smoothly as possible.

Our company is dedicated to maintaining a professional, trustworthy relationship with our clients. One way this can be seen is through this Comparative Market Analysis (CMA) which you hold in your hand. This CMA compiles the most current and accurate information relevant to the sale of your home. Seeing that this is perhaps your most valuable asset, it is imperative that you be equipped with the most complete information possible related to the pricing and marketing of your home.



## Comparative Market Analysis

# What is a CMA

No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparative market analysis, or CMA, is most useful.

## What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data such as type of home, number of bedrooms, number of baths, lot size, neighborhood, property condition and features, and many other factors. The purpose is to show estimated market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

## How is the CMA created?

CMAs are generated by using property information from your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members. Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

## How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.

Debby Naiman

Security Pacific Real Estate Brokerage  
REinfo4U@comcast.net | DRE # 01085147

Comparative Market Analysis

## Contact Me

**Debby Naiman**

**Security Pacific Real Estate  
Brokerage**



11707 Fair Oaks Blvd. STE 300; Fair Oaks, CA.  
95628

[REinfo4U@comcast.net](mailto:REinfo4U@comcast.net)

916-965-3300

01085147

Debby Naiman

Security Pacific Real Estate Brokerage

REinfo4U@comcast.net | DRE # 01085147

# Debby Naiman

## Debby Naiman

License #: 01085147

### Affiliation:

- Security Pacific Real Estate Brokerage

### Experience:

- 34+ Years Associated with Security Pacific Real Estate
- Residential, Commercial, Land, Lease Acquisition
- Continuing Real Estate Education; Ongoing

### Professional Associations:

- Executive Council
- Masters Club
- Sacramento Association of Realtors
- California Association of Realtors
- National Association of Realtors
- Palm Springs Association of Realtors

Debby Naiman

Security Pacific Real Estate Brokerage  
REinfo4U@comcast.net | DRE # 01085147

1 3. THE DOMINIC ROSE TRUST, DATED APRIL 27, 2005 is the entire and sole owner of  
2 the real property located at 1 Toscana Way West, Rancho Mirage, CA, APN 674-620-029-8,  
3 legal description:

4 Parcel 1:

5 Lot 1 of tract 28995, as shown on a map filed for record in book 301 of maps,  
6 pages 29 through 32, inclusive, records of Riverside County, California.

7 Except therefrom all oil, gas, minerals and other hydrocarbons, below a depth  
8 of 500 feet, without the right of surface entry, as reserved in deeds of record.

9 Parcel 2:













10 Nonexclusive easements for access, ingress, egress, inspection, maintenance,  
11 repair, drainage, encroachment, support and for other purposes, all as described in  
12 the declaration, and any amendments thereto.

13 4. The said real property located at 1 Toscana Way West, Rancho Mirage, CA, APN 674-  
14 620-029-8, is subject to the management and control of Edward Stolz as Successor Trustee  
15 of THE DOMINIC ROSE TRUST, DATED APRIL 27, 2005.

16  
17  
18 Dated: *July 16, 2009*

*MP [Signature]*  
The Honorable James A. Cox, Judge Presiding  
Riverside County Superior Court

Status: Coming Soon,Active,Active Under Contract,Hold,Pending,Sold StatusDate: Coming Soon,Active,Active Under Contract,Hold,Pending,Sold PropertyTypes: Single Family Area: Rancho Mirage ListPrice: 900000 to 1400000 SoldPrice: 900000 to 1400000

#(12)	Open Houses	Change Date	Change Type	Photo	MLS#	AR	S	Address	City	Subdivision	BR	Bath(FTHQ)	SqFt	LotSz	YB	UP	SP	HOB	Pool	DOM
1		07/13/2022	Active Under Contract		219081333DA	321	812	8 Norrandy WAY	Rancho Mirage	Victoria Falls	5	5.00 (4 0 0 1)	4,301	18,295	2000	\$1,197,000		\$330.00	Yes	10
2		07/07/2022	Pending		219081085DA	321	812	6 Waterloo CT	Rancho Mirage	Victoria Falls	4	4.00 (3 0 0 1)	3,636	17,424	2002	\$1,288,000		\$375.00	Yes	7
3		10/29/2021	Sold		219066700DA	321	812	7 Buckingham WAY	Rancho Mirage	Victoria Falls	4	4.00 (3 0 0 1)	3,788	14,810	2003	\$1,095,000	\$1,050,000	\$305.00	Yes	56
4		09/02/2021	Sold		219062783DA	321	812	3 Pinewood CIR	Rancho Mirage	Mission Hills/Oakmont Estates	4	5.00 (4 0 0 1)	3,914	13,504	1999	\$1,099,900	\$1,050,000	\$325.00	Yes	96
5		03/08/2022	Sold		219072162DA	321	812	7 Yorkshire CT	Rancho Mirage	Victoria Falls	5	5.00 (4 1 0 0)	5,051	20,037	2001	\$1,100,000	\$1,100,000	\$315.00	Yes	52
6		07/16/2021	Sold		219063400DA	321	812	8 Excalibur CT	Rancho Mirage	Victoria Falls	4	4.00 (3 0 1 0)	4,009	18,295	2002	\$1,150,000	\$1,310,000	\$290.00	Yes	31
7		07/09/2022	Sold		219078765DA	321	812	21 Abby RD	Rancho Mirage	Victoria Falls	4	4.00 (3 0 1 0)	3,788	14,810	2001	\$1,185,000	\$1,250,000	\$345.00	Yes	40
8		11/19/2021	Sold		219067051PS	321	812	3 Trafalgar	Rancho Mirage	Victoria Falls	4	4.00 (3 0 0 1)	4,005	13,939	2003	\$1,200,000	\$1,076,000	\$305.00	Yes	44
9		03/16/2022	Sold		219073612DA	321	812	44 Abby RD	Rancho Mirage	Victoria Falls	5	5.00 (2 2 1 0)	5,051	17,424	2000	\$1,200,000	\$1,400,000	\$375.00	Yes	36
10		02/08/2022	Sold		219071097DA	321	812	21 Buckingham WAY	Rancho Mirage	Victoria Falls	5	5.00 (3 2 0 0)	4,440	18,731	2002	\$1,345,000	\$1,315,000	\$315.00	Yes	65
11		04/05/2022	Sold		219071025PS	321	812	3 Trafalgar	Rancho Mirage	Victoria Falls	4	4.00 (3 0 0 1)	3,788	19,602	2002	\$1,350,000	\$1,355,000	\$375.00	Yes	20
12		01/31/2022	Sold		219071018DA	321	812	27 Toscana WAY	Rancho Mirage	La Toscana	3	4.00 (3 0 1 0)	3,715	14,375	2002	\$1,395,000	\$1,300,000	\$255.00	Yes	52

NOTICE: Until further notice, and due to the current orders in place on a federal, state and local level, the computation of Days on Market (DOM) has been suspended until further notice. Broker/Agent does not guarantee the accuracy of the square footage, lot size or other information concerning the conditions or features of the property provided by the seller or obtained from Public Records or other sources. Buyer is advised to independently verify the accuracy of all information through personal inspection and with appropriate professionals. NaN2022 by TheMLS™, information deemed reliable but not guaranteed. Presented by: Debby Naiman CALIFRE# | DMCA

**Market Analysis**

Status: Coming Soon,Active,Active Under Contract,Hold,Pending,Sold StatusDate: Coming Soon,Active,Active Under Contract,Hold,Pending,Sold PropertyTypes: Single Family Area: Rancho Mirage  
ListPrice: 900000 to 1400000 SoldPrice: 900000 to 1400000

	Active	Active-Contract	Hold	Pending	Sold LP	Sold SP	Canceled
# of Listings	1	1	2	23	23		
Average DOM	10	10	24	36	36		
Median DOM	10	10	24	36	36		
Low Price \$	\$1,197,000	\$1,197,000	\$999,000	\$900,000	\$955,500		
Median Price \$	\$1,197,000	\$1,197,000	\$1,143,500	\$1,100,000	\$1,100,000		
High Price \$	\$1,197,000	\$1,197,000	\$1,288,000	\$1,400,000	\$1,400,000		
Average Price Total \$	\$1,197,000	\$1,197,000	\$1,143,500	\$1,142,991	\$1,152,424		
*Avg. Price w/ Sq.Ft. \$	\$1,197,000	\$1,197,000	\$1,143,500	\$1,142,991	\$1,152,424		
*Average Sq. Ft.	4,301	4,301	3,134	3,616	3,616		
*Avg. Price/Sq.Ft. \$	\$278.31	\$278.31	\$366.83	\$323.72	\$326.41		
*Median Price/Sq.Ft. \$	\$278	\$278	\$366	\$309	\$326		
***Avg. Price w/ LSZ \$	\$1,197,000	\$1,197,000	\$1,143,500	\$1,142,991	\$1,152,424		
***Average LSZ	18,295.00	18,295.00	14,810.50	14,261.17	14,261.17		
***Median LSZ	18,295	18,295	14,810	13,504	13,504		
***Avg. Price/LSZ \$	\$65.43	\$65.43	\$77.92	\$82.57	\$83.17		
Avg. SP/Avg. LP	-	-	-	-	100.83%		
Avg. SP/Avg. OLP	-	-	-	-	99.44%		
Total Volume	\$1,197,000	\$1,197,000	\$2,287,000	\$26,288,798	\$26,505,774		

**DOM and Average % of List Price received on Solds Statistics**

Statistic	0-30 Days	31-60 Days	61-90 Days	91-120 Days	120+ Days
No. of Listings	9	11	2	1	0
Breakdown %	39.13	47.83	8.70	4.35	0.00
Avg SP%LP	103.64	100.05	98.94	95.46	0.00

\* Footage calculations do not include those listings with a reported square footage of zero (0 such listing(s) were found). The Avg. Price/Sq.Ft. is the sum of Price/Sq.Ft. for all valid listings divided by the number of listings without a Sq.Ft. of zero.

\*\* All calculations in the "Sold (Sold Price)" column, except Avg. SP/Avg. LP and Avg. SP/Avg. OLP, do not include those Sold listings with either a reported square footage of zero or a reported Selling Price of zero (0 such listing(s) were found) or a reported lot size of zero (0 such listing(s) were found).

\*\*\* Lot size calculations do not include those listings with a reported lot size of zero (0 such listing(s) were found). The Avg. Price/LSZ is the sum of Price/LSZ for all valid listings divided by the number of listings without a Lot Size of zero.

NOTICE: Due to COVID-19, DOM was frozen and not recorded in the history from March 15, 2020 to July 5, 2020. Broker/Agent does not guarantee the accuracy of the square footage, lot size or other information concerning the conditions or features of the property provided by the seller or obtained from Public Records or other sources. Buyer is advised to independently verify the accuracy of all information through personal inspection and with appropriate professionals. The property may have video/surveillance devices. VESTAPLUS™ Copyright © 2022 by TheMLS™. Information deemed reliable but not guaranteed. Presented by: Debby Naiman CALDRE# 01085147



#	S	AR	Address	Zip	LP	SP	BR	BA	Sqft	LSZ	LP/SqFt	SP/SqFt	YB	LD	Status Date	Open House	MLS #	Type
1	S	321	Buckingham WAY	92270	\$1,345,000	\$1,315,000	5	5	4,440	18,731	\$302.93	\$296.17	2002	12/5/21	2/8/22		219071097DA	SFR
2	S	3217	Yorkshire CT	92270	\$1,100,000	\$1,100,000	5	5	5,051	20,037	\$217.78	\$217.78	2001	1/5/22	3/7/22		219072162DA	SFR
3	U	321	8 Normandy WAY	92270	\$1,197,000	\$0	5	5	4,301	18,295	\$278.31		2000	7/1/22	7/13/22		219081333DA	SFR
4	S	3213	Trafalgar	92270	\$1,200,000	\$1,076,000	4	4	4,005	13,939	\$299.63	\$268.66	2003	9/2/21	11/16/21		219067051PS	SFR
5	S	3218	Excalibur CT	92270	\$1,150,000	\$1,310,000	4	4	4,009	18,295	\$286.85	\$326.76	2002	6/11/21	7/16/21		219063400DA	SFR
6	S	321	3 Pinewood CIR	92270	\$1,099,900	\$1,050,000	4	5	3,914	13,504	\$281.02	\$268.27	1999	5/28/21	9/2/21		219062783DA	SFR
7	S	321	27 Toscana WAY	92270	\$1,395,000	\$1,300,000	3	4	3,715	14,375	\$375.50	\$349.93	2002	12/3/21	1/31/22		219071018DA	SFR
8	S	32144	Abby RD	92270	\$1,200,000	\$1,400,000	5	5	5,051	17,424	\$237.58	\$277.17	2000	2/7/22	3/16/22		219073612DA	SFR
9	S	321	7 Buckingham WAY	92270	\$1,095,000	\$1,050,000	4	4	3,788	14,810	\$289.07	\$277.19	2003	8/25/21	10/28/21		219066700DA	SFR
10	S	32121	Abby RD	92270	\$1,185,000	\$1,250,000	4	4	3,788	14,810	\$312.83	\$329.99	2001	5/14/22	7/8/22		219078765DA	SFR
11	P	3218	Waterloo CT	92270	\$1,288,000	\$0	4	4	3,636	17,424	\$354.24		2002	6/28/22	7/7/22		219081085DA	SFR
12	S	3218	Trafalgar	92270	\$1,350,000	\$1,355,000	4	4	3,788	19,602	\$356.39	\$357.71	2002	12/3/21	2/4/22		219071025PS	SFR

NOTICE: Until further notice, and due to the current orders in place on a federal, state and local level, the computation of Days on Market (DOM) has been suspended until further notice. Broker/Agent does not guarantee the accuracy of the square footage, lot size or other information concerning the conditions or features of the property provided by the seller or obtained from Public Records or other sources. Buyer is advised to independently verify the accuracy of all information through personal inspection and with appropriate professionals. NaN2022 by TheMLS™. Information deemed reliable but not guaranteed. Presented by: Debby Naiman CALDRE#: | DMCA



# 8 Normandy Way

Rancho Mirage CA 92270

5  
BedsBaths 5.00  
(4F 0T 0H 1Q)4,301 Sqft  
AssessorSingle Family  
LP: \$1,197,000

Active Contract

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Area 321 Rancho Mirage  
Subdivision Victoria Falls  
List Price Per Sqft \$278.31  
Lot Size 18,295/Assessor  
HOA Fee 1 & 2 \$330.00(Monthly)  
MLS# 219081333DA  
APN 676470043

**Directions :** VICTORIA FALLS IS ON GERALD FORD DRIVE Enter through the front and call me (I will give you remote access) first left turn on BENTLEY 1 stop street turn right house is non the corner. First right hand side is 8 Normandy Way.

**Remarks :** Victoria Falls in the heart of Rancho Mirage. One time owner - Princess Model - 4,301 sq. ft with a huge casita or studio 512 sq. ft. 3 car garage and beautiful pool. Large living room, separate dining room, family room, large kitchen, original bathrooms, but beautifully maintained. Very large master bedroom with its own retreat - this one is very special, easy access too. Solar, and evaporative coolers too. Lease is \$300.00 per month with 10 1/2 years left on lease.

**Agent Remarks :** Needs a fluff but in fantastic condition

**Showing Remarks :** Call Cass (760)275-7436

## Structure Info

Year Built/Source 2000 / Assessor  
View Peek-A-Boo  
Stories 1  
Guest House  
PUD  
Sewer In Connected and Paid  
Style Other

## Land/Lot Info

Zoning  
Land Type Fee  
Land Lease Purchase No  
Horse Property No  
Lot Acreage  
Special Zone  
Addl Parcel No

## Contract Info

List Date 07-01-2022  
List Price \$1,197,000  
Orig List Price \$1,197,000  
Status Date 07-13-2022  
Change Date/Type 07-13-2022 / Active Under Contract  
Sale Type Standard  
CSO 2.50%  
Listing Type Exclusive Right  
Disclosure CC and R, Homeowners Association

## Community/Development

Tax Mello Roos No  
Complex/Assoc Name  
Assoc Amenities Assoc Pet Rules, Controlled Access, Greenbelt/Park, Sport Court, Tennis Courts  
Assoc Fees Include Cable TV  
Assoc Pet Rules Assoc Pet Rules  
Community Features Community Dock  
Rental Restrictions Yes  
Short Term Rentals No  
Short Term Rental Duration

## Parking Details

Parking Type Attached, Direct Entrance, Door Opener, Driveway, Garage Is Attached, Side By Side  
Total Spaces 3  
Covered Spaces 0  
Uncovered Spaces 0  
Garage Spaces 3  
Carport Spaces

## Showing Info

Occupancy/Show Call LA 1  
Contact Name Cass (760)275-7436  
Contact Phone (760)275-7436  
Occupant Type Owner  
Lockbox Location No Key Safe  
Lockbox Type  
Gate Code restricted access

## Interior Features

# Fireplaces/Details 1 / Gas Den, Master Retreat  
Furnished Unfurnished  
AC/Cooling Air Conditioning, Central, Evaporative  
Heating Fireplace, Forced Air, Natural Gas  
Flooring Carpet, Ceramic Tile  
Laundry Room  
Equip/Apppl Dishwasher, Dryer, Microwave, Refrigerator

## Exterior Features

Pool Heated, In Ground, Private  
Spa Heated with Gas, In Ground, Private  
Tennis/Courts  
Roofing Tile  
Fence Other



Phone/Cell p: 760-275-7436 / c: 760-275-7436  
Email mommacass3@aol.com  
Office Phone p: 760-773-3958

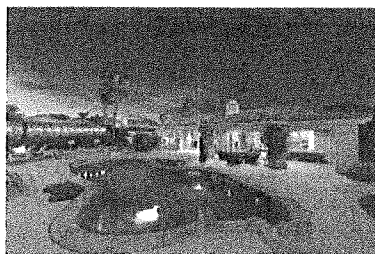
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**8 Waterloo Ct**  
Rancho Mirage CA 92270

4  
BedsBaths 4.00  
(3F 0T 0H 1Q)3,636 Sqft  
AssessorSingle Family  
LP: \$1,288,000

Pending



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Area 321 Rancho Mirage  
Subdivision Victoria Falls  
List Price Per Sqft \$354.24  
Lot Size 17,424/Assessor  
HOA Fee 1 & 2 \$375.00(Monthly)  
MLS# 219081085DA  
APN 676530006

**Directions :** From Gerald Ford entry gate, once through gate go straight to Sherwood, take a right, then take a left onto Waterloo Court, home will be on your right.  
**Remarks :** Elegant home in prestigious Victoria Falls, a gated community in the heart of Rancho Mirage. This Entertainer's Dream Home is located on a quiet cul-de-sac offering 4 Bedrooms and 3.5 baths. A private courtyard welcomes you into the Formal Entry, Dining Room, the Living Room with an impressive double-sided stone Fireplace and French doors with views out to the peaceful backyard Oasis. A Chef's Dream Kitchen w/ slab Granite counters, Stainless Steel Appliances; built-in Refrigerator, Double Ovens, 6 burner Range, Pantry w/wine cooler, Island w/ Vege sink. Off the Formal Living Room is the Den with Fireplace and Dining Area. Separate Office. Spacious Luxurious Master Suite, Spa Bath, large Shower and Walk-in Closet w/ custom built-ins. There are 2 Additional Bedrooms that have a shared Jack-n-Jill Bath. Guests can relax in the private Guest Casita. Features: High Ceilings, Plantation Shutters and pristine Limestone floors. Step out to the entertaining raised Patio with a 40 ft custom Resort-size Pool with families & fun in mind (shallow end for kids and deepest at 8', dual waterfall features, oversized Spa, Sun Deck with umbrella anchor, Fire pit and incredible Mountain Views & Sunsets! A 3-Car Garage completes the home. For low electric bills, the home has an Energy Solar Lease w/ Sun City. Victoria Falls is a gated community offering Tennis courts, Pickle ball & Basketball courts - Located just across from Shopping, Restaurants, Golf and a 7 min. drive to Eisenhower & Costco.

**Agent Remarks :** Immaculate home. Buyer to assume Solar lease at \$235 per month.

**Showing Remarks :** 24 hour notice please.

### Structure Info

Year Built/Source 2002 / Assessor  
View Mountains, Pool  
Stories 1  
Guest House  
PUD  
Sewer In Connected and Paid  
Style

### Land/Lot Info

Zoning  
Land Type Fee  
Land Lease Purchase No  
Horse Property No  
Lot Acreage 0.400  
Special Zone  
Addl Parcel

### Contract Info

List Date 06-28-2022  
List Price \$1,288,000  
Orig List Price \$1,288,000  
Status Date 07-07-2022  
Change Date/Type 07-07-2022 / Pending  
Sale Type Standard  
CSO 2.50%  
Listing Type Exclusive Right  
Disclosure CC and R, Homeowners Association

### Community/Development

Tax Mello Roos No  
Complex/Assoc Name Victoria Falls  
Assoc Amenities Basketball Court, Sport Court, Tennis Courts  
Assoc Fees Include Cable TV  
Assoc Pet Rules  
Community Features  
Rental Restrictions  
Short Term Rentals No  
Short Term Rental Duration

### Parking Details

Parking Type Attached, Door Opener, Garage Is Attached, Golf Cart  
Total Spaces 3  
Covered Spaces 0  
Uncovered Spaces 0  
Garage Spaces 3  
Carport Spaces

### Showing Info

Occupancy/Show Appointment Only  
Contact Name Rob Zwemmer  
Contact Phone 760-880-9996  
Occupant Type  
Lockbox Location Call Listing Agent, Call Listing Office  
Lockbox Type  
Gate Code Call for Gate Code

### Interior Features

# Fireplaces/Details 2 / Gas Log Family Room, Living Room  
Furnished Unfurnished  
AC/Cooling Air Conditioning, Ceiling Fan  
Heating Fireplace, Forced Air  
Flooring Carpet, Tile  
Laundry Room  
Equip/Apppl Ceiling Fan, Dishwasher, Dryer, Microwave, Refrigerator, Washer

### Exterior Features

Pool Heated, In Ground, Private  
Spa In Ground, Private  
Tennis/Courts  
Roofing  
Fence

ZWEMMER REALTY GROUP  
ROB ZWEMMER REALTY  
EAST CALIFORNIA 017042775  
VIEW INVENTORY

ROB ZWEMMER  
ROB ZWEMMER REALTY  
EAST CALIFORNIA 017042775  
VIEW INVENTORY

Phone/Cell p: 760-610-0204  
Email rob@zwemmerrealty.com  
Office Phone p: 760-601-3000

Phone/Cell p: 760-880-9996 / c: 760-880-9996  
Email rob@zwemmerrealty.com  
Office Phone p: 760-601-3000

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**7 Buckingham Way**  
Rancho Mirage CA 92270

4  
Beds

Baths 4.00  
(3 Full 1 Half 00)

3,788 Sqft  
Assessor

Single Family  
**SP: \$1,050,000**



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Area 321 Rancho Mirage  
Subdivision Victoria Falls  
Sold Price/SqFt \$277.19  
Lot Size 14,810/Assessor  
HOA Fee 1 & 2 \$305.00(Monthly)  
MLS# 219066700DA  
APN 676540004

**Directions :** Victoria Falls is located on Gerald Ford Dr. across from the Gelson's shopping center...the corner of Bob Hope & Gerald Ford in Rancho Mirage  
**Remarks :** This elegant home is located in Victoria Falls, a gated community in the heart of Rancho Mirage! This wonderful property features four bedrooms, family room, dining room, beautiful open kitchen and nook, enhanced with plantation shutters throughout the entire home and much more! The master suite is very spacious with a sitting area overlooking the pool. The master bath boasts a soaking tub, shower, bidet, walk in closet and more! A very private expansive back yard features a beautiful lawn with 9 queen palm trees, four fruit trees, has a distinctive salt water pool built in the shape of a piano...guess why? It was the former home of a renowned international entertainer who is the son of the great Harpo Marx! Such a great piece of our desert history! This beautiful home also features a three car garage with epoxy flooring, and is equipped with solar power. This is a perfect home for anyone who wants to enjoy the desert lifestyle at its best! Victoria Falls has tennis courts, pickle ball, and basketball courts! Located just across from the Gelson's shopping center in Rancho Mirage, with great restaurants, golf and more! Palm Springs International Airport is just 20 minutes away. This fabulous Rancho Mirage property is a must see, and definitely one not to miss!

**Agent Remarks :** Call agent Jason Novack for all showings. (760) 774-0633. Very easy to show. Thank You

**Showing Remarks :** By Appointment only please contact agent Jason Novack for showings. (760) 774-0633. Thank You

#### Structure Info

Year Built/Source 2003 / Assessor  
View Pool  
Stories 1  
Guest House  
PUD  
Sewer In Connected and Paid  
Style Traditional

#### Land/Lot Info

Zoning  
Land Type Fee  
Land Lease Purchase No  
Horse Property No  
Lot Acreage  
Special Zone  
Addl Parcel

#### Contract Info

List Date 08-25-2021  
List Price \$1,095,000  
Orig List Price \$1,195,000  
Status Date 10-28-2021  
Sale Type Standard  
CSO 2.50%  
Listing Type Exclusive Right  
Disclosure CC and R, Homeowners Association

DOM 56

#### Community/Development

Tax Mello Roos No  
Complex/Assoc Name  
Assoc Amenities Basketball Court, Tennis Courts  
Assoc Fees Include  
Assoc Pet Rules  
Community Features  
Rental Restrictions  
Short Term Rentals No  
Short Term Rental Duration

#### Parking Details

Parking Type Attached, Direct Entrance, Driveway, Garage Is Attached, Side By Side  
Total Spaces 6  
Covered Spaces 3  
Uncovered Spaces 0  
Garage Spaces 3  
Carport Spaces

#### Sale/Sold Info

Contract Date 10-20-2021  
Sold Date 10-28-2021  
Sold Price \$1,050,000  
Sale Terms Standard Sale  
Sold Price/SqFt \$277.19  
SP/LP 95.89%

#### Interior Features

# Fireplaces/Details 2 / Gas Starter Family Room, Master Retreat  
Furnished Unfurnished  
AC/Cooling Air Conditioning, Ceiling Fan, Central  
Heating Central, Fireplace, Natural Gas  
Flooring Tile  
Laundry Room  
Equip/Apppl Ceiling Fan, Dishwasher, Dryer, Garbage Disposal, Microwave, Range/Oven, Refrigerator

#### Exterior Features

Pool In Ground, Private  
Spa In Ground, Private  
Tennis/Courts  
Roofing Tile  
Fence Stucco Wall

GERI DOWNNS  
GOLDWELL BANKER REALTY  
SA / CALDRE# 01354621  
VIEW INVENTORY

JASON NOVACK  
GOLDWELL BANKER REALTY  
SA / CALDRE# 01398918  
VIEW INVENTORY

SCOTT EHRENS  
COMPASS  
SA / CALDRE# 02074386  
VIEW INVENTORY

Phone/Cell p: 760-578-9210 / c: 760-578-9210  
Email geridowns@dc.rr.com  
Office Phone p: 760-776-9898

Phone/Cell p: 760-774-0633 / c: 760-774-0633  
Email jnovackrealtor@gmail.com  
Office Phone p: 760-776-9898

Phone/Cell p: 760-880-1492 / c: 760-880-1492  
Email scott@scottehrens.com  
Office Phone p: 760-249-2120

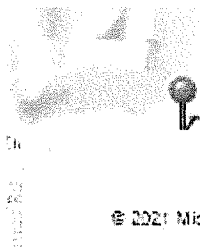
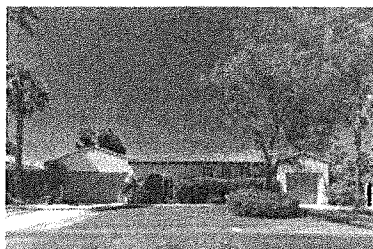
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**3 Pinewood Cir**  
Rancho Mirage CA 92270

**4 Beds** **Baths 5.00**  
(4F 0T 1H 0G) **3,914 Sqft**  
Assessor

Single Family  
**SP: \$1,050,000**



**Area** 321 Rancho Mirage  
**Subdivision** Mission Hills/Oakmont Estates  
**Sold Price/SqFt** \$268.27  
**Lot Size** 13,504/Assessor  
**HOA Fee 1 & 2** \$325.00(Monthly)  
**MLS#** 219062783DA  
**APN** 676440022

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**Directions :** Enter Mission Hills CC at the Gerald Ford Gate-take immediate right into Oakmont Estates..follow Oakmont Dr then bear right onto Pinewood Circle...home is on the left

**Remarks :** Elegant, large home in very desirable Oakmont Estates. Formal living (with fireplace) & dining rooms and a European influence make this a very special property. The lush courtyard entry with fountain welcomes you and a separate casita and private pool & spa complete the grounds. The gourmet kitchen & family room (with cozy fireplace) are perfect for entertaining. There are 3 luxurious bedrooms and office in the main part of the house and an attached casita has it's own entrance and full bath. The Master suite is large and luxurious, double closets and great natural light. The home has great curb appeal with a large, mature tree and a beautifully crafted iron courtyard gate. This is a very special home that has been lovingly cared for & is just waiting for a new owner to fall in love with it.

**Agent Remarks :** Seller has a CA real estate license

**Showing Remarks :** Call Geri Downs at 760-578-9210 to show...will be on Supra over the weekend of May 29

#### Structure Info

**Year Built/Source** 1999 / Assessor  
**View** Green Belt, Mountains, Pool  
**Stories** 1  
**Guest House**  
**PUD**  
**Sewer** In Connected and Paid  
**Style** Mediterranean

#### Land/Lot Info

**Zoning**  
**Land Type** Fee  
**Land Lease Purchase** No  
**Horse Property** No  
**Lot Acreage**  
**Special Zone**  
**Add Parcel**

#### Contract Info

**List Date** 05-28-2021  
**List Price** \$1,099,900  
**Orig List Price** \$1,199,900  
**Status Date** 09-02-2021  
**Sale Type** Standard  
**CSO** 3.00%  
**Listing Type** Exclusive Right  
**Disclosure** CC and R, Homeowners Association

DOM 96

#### Community/Development

**Tax Mello Roos** No  
**Complex/Assoc Name**  
**Assoc Amenities** Controlled Access, Greenbelt/Park  
**Assoc Fees Include** Cable TV  
**Assoc Pet Rules**  
**Community Features** Golf Course within Development  
**Rental Restrictions**  
**Short Term Rentals** No  
**Short Term Rental Duration**

#### Parking Details

**Parking Type** Attached, Direct Entrance, Door Opener, Driveway, Garage Is Attached, Golf Cart  
**Total Spaces** 6  
**Covered Spaces** 3  
**Uncovered Spaces** 0  
**Garage Spaces** 3  
**Carport Spaces**

#### Sale/Sold Info

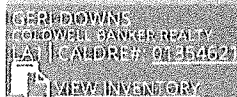
**Contract Date** 09-01-2021  
**Sold Date** 09-02-2021  
**Sold Price** \$1,050,000  
**Sale Terms** Standard Sale  
**Sold Price/SqFt** \$268.27  
**SP/LP** 95.46%

#### Interior Features

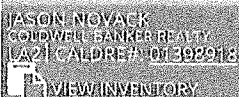
**# Fireplaces/Details** 1 / Gas Starter Living Room  
**Furnished** Unfurnished  
**AC/Cooling** Air Conditioning, Ceiling Fan, Central, Multi/Zone  
**Heating** Central  
**Flooring** Carpet, Ceramic Tile  
**Laundry** Room  
**Equip/Apppl** Ceiling Fan, Dishwasher, Dryer, Microwave, Refrigerator, Washer

#### Exterior Features

**Pool** In Ground, Private  
**Spa** In Ground, Private  
**Tennis/Courts**  
**Roofing** Clay Tile  
**Fence** Wrought Iron



**Phone/Cell** p: 760-578-9210 / c: 760-578-9210  
**Email** geridowns@dc.rr.com  
**Office Phone** p: 760-776-9898



**Phone/Cell** p: 760-774-0633 / c: 760-774-0633  
**Email** jnovackrealtor@gmail.com  
**Office Phone** p: 760-776-9898



**Phone/Cell** p: 760-895-9599 / c: 760-895-9599  
**Email** clark@clarkhallgren.com  
**Office Phone** p: 310-710-9337

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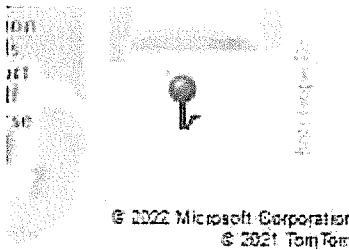
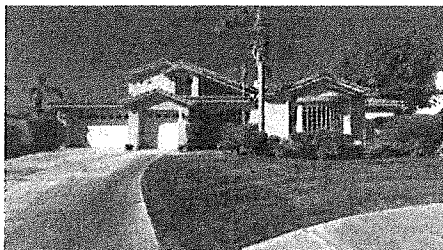
**7 Yorkshire Ct**  
Rancho Mirage CA 92270

5  
Beds

Baths 5.00  
(4F 1T 0H 0G)

5,051 Sqft  
Assessor

Single Family  
**SP: \$1,100,000**



**Area** 321 Rancho Mirage  
**Subdivision** Victoria Falls  
**Sold Price/SqFt** \$217.78  
**Lot Size** 20,037/Assessor  
**HOA Fee 1 & 2** \$315.00(Monthly)  
**MLS#** 219072162DA  
**APN** 676490060

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**Directions :** From Bob Hope and Gerald Ford, go west on Gerald Ford. The first right is Victoria Falls. Once through the gate, go straight on Victoria Falls Drive, go left on Aby, and right on Yorkshire. The Home is at the end of the cul-de-sac on the left.

**Remarks :** Welcome to one of the most lovey and sought after neighborhoods in the Coachella Valley -- Victoria Falls. This beautifully maintained and updated two-story Emporer model is largest floor plan in Victoria Falls and the 20,000 sf lot is one of the largest lots. The enormous pool and oversized lot offer multiple seating, entertaining and dining options. This home is in a prime location, nestled deep in the neighborhood, with no noise, at the end of a cul-de-sac. Enter the grand foyer, flowing into a huge Great Room with vaulted ceilings, flowing into another family room with a sunken bar and fireplace creating tons of space for family and entertaining. This wide-open floor plan is both welcoming and cozy at the same time. The large gourmet kitchen offers a breakfast bar and eating area. The enormous master retreat is on the main level w/ 2 walk-in closets, a fireplace, and an extra space for an office, exercise room, etc. There is a second bedroom/ensuite on the main floor with its own entrance. Upstairs are three more bedrooms, one with its own ensuite, the other two sharing a bath. The home has 3 A/C units to keep you cool and comfortable all year long. Victoria Falls is just minutes away from Eisenhower Medical Center, just across the street from the fabulous Gelson's Market, a few minutes drive to the Mission Hills Golf and Country Club, and minutes away from world-class dining, shopping and entertainment at The River.

**Showing Remarks :** Appointment only

#### Structure Info

**Year Built/Source** 2001 / Assessor  
**View** Pool  
**Stories** 2  
**Guest House**  
**PUD**  
**Sewer** In Connected and Paid  
**Style** Mediterranean

#### Land/Lot Info

**Zoning**  
**Land Type** Fee  
**Land Lease Purchase** No  
**Horse Property** No  
**Lot Acreage** 0.000  
**Special Zone**  
**Addl Parcel** No

#### Contract Info

**List Date** 01-05-2022  
**List Price** \$1,100,000  
**Orig List Price** \$1,100,000  
**Status Date** 03-07-2022  
**Sale Type** Standard  
**CSO** 3.00%  
**Listing Type** Exclusive Right  
**Disclosure** CC and R, Homeowners Association, Planned Development

#### Community/Development

**Tax Mello Roos** Unknown  
**Complex/Assoc Name** Victoria Falls HOA  
**Assoc Amenities** Assoc Maintains Landscape, Basketball Court, Controlled Access, Onsite Property Management, Paddle Tennis  
**Assoc Fees Include** Cable TV  
**Assoc Pet Rules** Call for Rules  
**Community Features**  
**Rental Restrictions** Yes  
**Short Term Rentals** No  
**Short Term Rental Duration**

#### Parking Details

**Parking Type** Attached, Door Opener, Driveway, Garage Is Attached  
**Total Spaces** 9  
**Covered Spaces** 3  
**Uncovered Spaces** 3  
**Garage Spaces** 3  
**Carport Spaces**

#### Sale/Sold Info

**Contract Date** 02-28-2022  
**Sold Date** 03-07-2022  
**Sold Price** \$1,100,000  
**Sale Terms** Standard Sale  
**Sold Price/SqFt** \$217.78  
**SP/LP** 100.00%

#### Interior Features

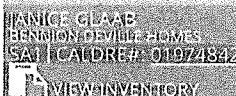
**# Fireplaces/Details** 3 / GasFamily Room, Living Room, Master Retreat  
**Furnished** Unfurnished  
**AC/Cooling** Air Conditioning, Ceiling Fan, Central, Electric  
**Heating** Central, Fireplace, Forced Air, Natural Gas  
**Flooring** Carpet, Ceramic Tile, Hardwood  
**Laundry** Room  
**Equip/Apppl** Ceiling Fan, Dishwasher, Dryer, Garbage Disposal, Microwave, Refrigerator, Washer

#### Exterior Features

**Pool** Gunite, Heated, In Ground, Private  
**Spa** Gunite, Heated, In Ground, Private  
**Tennis/Courts**  
**Roofing** Tile  
**Fence** Stucco Wall



**Phone/Cell** p: 949-933-2313  
**Email** janice@glab.com  
**Office Phone** p: 760-340-9253



**Phone/Cell** p: 949-933-2313  
**Email** janice@glab.com  
**Office Phone** p: 760-340-9253

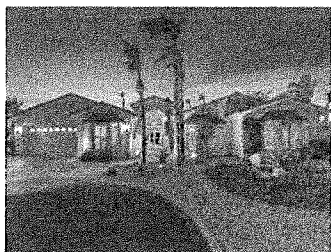
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**8 Excalibur Ct**  
Rancho Mirage CA 92270

**4 Beds** **Baths 4.00**  
(3F 01 1H 00) **4,009 Sqft**  
Assessor

Single Family  
**SP: \$1,310,000**



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**Area** 321 Rancho Mirage  
**Subdivision** Victoria Falls  
**Sold Price/SqFt** \$326.76  
**Lot Size** 18,295/Assessor  
**HOA Fee 1 & 2** \$290.00(Monthly), \$0.00(Monthly)  
**MLS#** 219063400DA  
**APN** 676530083

**Directions :** Main Entrance off Gerald Ford. Once through gate straight to Buckingham Way. Right to Trafalgar. Left to Excalibur. Left on Excalibur to the end of cul de sac. Home in on the right.

**Remarks :** How does one define exquisite? This home meets the definition in every way. From the time you drive up to the front it invites you in. You will notice the lot is elevated above neighboring homes which allows unobstructed mountain views over the pool. OK, let's go inside where you will find an open floor plan providing maximum comfort. As you walk through the home, note the bedrooms are in a separate wing. The master suite includes an office and a fireplace. The spacious master bath that will be the envy of anyone who experiences it. The other 3 bedrooms are down the hall with one being a suite. Be careful, your guests may not want to leave! The home exudes luxury. A formal dining room, a spacious formal living room with fireplace, a media/great room, gourmet kitchen and a pool room. There's an informal eating area just off the kitchen. This 4,009 sq. ft. beauty sits on a huge 18,300 sq. ft. lot. The back yard with pool and spa features fountains, fire pit, an outside Bar B Q and an alumawood pergola with "mistlers". The ultimate feature is ultra privacy. It just doesn't get any better than this. Live in luxury in paradise.

**Agent Remarks :** Property is shown by Appointment Only. Please call LA to make arrangements. Pete Boesen (760) 567-4307 All offers will be presented Wed., June 16 at 5pm

**Showing Remarks :** LA will meet you at the Gerald Ford Gate and open the home for you. Please allow one hour for seller to prepare.

#### Structure Info

**Year Built/Source** 2002 / Assessor  
**View** Mountains, Pool  
**Stories** 2  
**Guest House**  
**PUD**  
**Sewer** In Connected and Paid  
**Style** Contemporary

#### Land/Lot Info

**Zoning**  
**Land Type** Fee  
**Land Lease Purchase** No  
**Horse Property** No  
**Lot Acreage**  
**Special Zone**  
**Addl Parcel**

#### Contract Info

**List Date** 06-11-2021  
**List Price** \$1,150,000  
**Orig List Price** \$1,150,000  
**Status Date** 07-16-2021  
**Sale Type** Standard  
**CSO** 2.50%  
**Listing Type** Exclusive Right  
**Disclosure** CC and R, Homeowners Association

#### Community/Development

**Tax Mello Roos** No  
**Complex/Assoc Name** Victoria Falls HOA  
**Assoc Amenities** Assoc Maintains Landscape, Assoc Pet Rules, Basketball Court, Controlled Access, Greenbelt/Park, Other Courts, Tennis Courts  
**Assoc Fees Include** Cable TV  
**Assoc Pet Rules** Assoc Pet Rules, Call for Rules  
**Community Features**  
**Rental Restrictions** Yes  
**Short Term Rentals** No  
**Short Term Rental Duration**

#### Parking Details

**Parking Type** Attached, Covered Parking, Door Opener, Driveway, Garage Is Attached, On street, Side By Side  
**Total Spaces** 4  
**Covered Spaces** 2  
**Uncovered Spaces** 0  
**Garage Spaces** 2  
**Carport Spaces**

#### Sale/Sold Info

**Contract Date** 07-12-2021  
**Sold Date** 07-16-2021  
**Sold Price** \$1,310,000  
**Sale Terms** Standard Sale  
**Sold Price/SqFt** \$326.76  
**SP/LP** 113.91%

#### Interior Features

**# Fireplaces/Details** 1 / Decorative, Gas Log, Gas Starter/Living Room, Master Retreat  
**Furnished** Furnished  
**AC/Cooling** Air Conditioning, Central, Evaporative, Multi/Zone  
**Heating** Central, Fireplace, Forced Air, Natural Gas, Zoned  
**Flooring** Carpet, Travertine  
**Laundry** Room  
**Equip/Apppl** Dishwasher, Dryer, Electric Dryer Hookup, Garbage Disposal, Gas Dryer Hookup, Microwave, Network Wire, Range/Oven, Refrigerator, Washer, Water Line to Refrigerator

#### Exterior Features

**Pool** Gunite, Heated, In Ground, Private, Salt/Saline, Tile, Waterfall  
**Spa** Gunite, Heated, Heated with Gas, In Ground, Private, Tile  
**Tennis/Courts**  
**Roofing** Tile  
**Fence** Stucco Wall

TEAM MICHAEL HILGENBERG W/

KRISTEN WILLIAMS  
REALTOR  
CALIFORNIA  
SALE/CAUDRE# 00938644

VIEW INVENTORY

**Phone/Cell** p: 760-770-1555  
**Email** teammichaeloffice@gmail.com  
**Office Phone** p: 760-969-1000

PETE BOESEN

KRISTEN WILLIAMS REALTOR  
CALIFORNIA  
SALE/CAUDRE# 01725955

VIEW INVENTORY

**Phone/Cell** p: 760-567-4307 / c: 760-567-4307  
**Email** pboesen@msn.com  
**Office Phone** p: 760-969-1000

WILLIAM COVENY  
BERKSHIRE HATHAWAY HOMESERVICES  
CALIFORNIA  
SALE/CAUDRE# 01621038

VIEW INVENTORY

**Phone/Cell** p: 310-994-2344 / c: 310-994-2344  
**Email** billcoveny3@gmail.com  
**Office Phone** p: 310-777-7800

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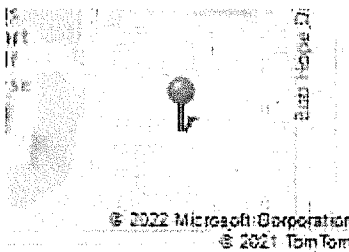
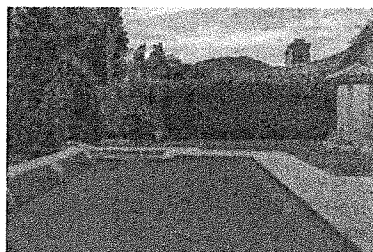
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**21 Abby Rd**  
Rancho Mirage CA 92270

4 Beds  
Baths 4.00  
(3F 0T 1H 0Q)  
3,788 Sqft  
Assessor

Single Family  
**SP: \$1,250,000**



Area 321 Rancho Mirage  
Subdivision Victoria Falls  
Sold Price/SqFt \$329.99  
Lot Size 14,810/Assessor  
HOA Fee 1 & 2 \$345.00(Monthly)  
MLS# 219078765DA  
APN 676490056

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**Directions :** From Gerald Ford turn north into Victoria Falls. Go straight and turn left on Abby Road. The home will be on your left side, Dial 801 at the gate.  
**Remarks :** Spectacular views of the San Jacinto Mountains highlight this gorgeous home located in the popular Victoria Falls neighborhood of Rancho Mirage. This 4 bedroom, 3.5 bath, 3 car garage property sits on a highly desirable south-facing lot offering easy access to amenities, schools, freeways, shopping, and more. Freshly painted to showcase the bright open floor plan, the overall feel draws upon the best of the indoor/outdoor lifestyle. The interior boasts an expansive primary retreat leading to a spacious bath with double sinks and a walk-in closet. The gourmet kitchen features top-of-the-line stainless appliances, Wolf cooktop, a center island, granite slab countertops and large kitchen pantry. Two fireplaces welcome cozy evenings and an inviting backyard, perfect for entertaining. The lush landscape offsets a sparkling pool and spa with waterfall effects with plenty of space to relax and experience a night under the desert stars. Just a quick golf cart ride to Mission Hills Country Club. Call today for a private showing. Home has been virtually staged. Don't miss this opportunity to purchase the most competitively priced home in Victoria Falls!

**Agent Remarks :** Please call for a private showing. We will have to meet you at the gate to let you in. Seller requests Stewart Title and Escrow and will only work with these providers.

**Showing Remarks :** Call or text Nicole Dibble at 760-485-5146.

#### Structure Info

Year Built/Source 2001 / Assessor  
View Mountains, Pool  
Stories 1  
Guest House  
PUD  
Sewer In Connected and Paid  
Style Mediterranean

#### Land/Lot Info

Zoning  
Land Type Fee  
Land Lease Purchase No  
Horse Property No  
Lot Acreage  
Special Zone  
Addl Parcel

#### Contract Info

List Date 05-14-2022  
List Price \$1,185,000  
Orig List Price \$1,300,000  
Status Date 07-08-2022  
Sale Type Standard  
CSO 2.00%  
Listing Type Exclusive Agency  
Disclosure CC and R, Homeowners Association

DOM 40

#### Community/Development

Tax Mello Roos Unknown  
Complex/Assoc Name  
Assoc Amenities Basketball Court, Controlled Access, Greenbelt/Park, Paddle Tennis  
Assoc Fees Include  
Assoc Pet Rules  
Community Features  
Rental Restrictions  
Short Term Rentals No  
Short Term Rental Duration

#### Parking Details

Parking Type Attached, Door Opener, Garage Is Attached  
Total Spaces 9  
Covered Spaces 3  
Uncovered Spaces 3  
Garage Spaces 3  
Carport Spaces

#### Sale/Sold Info

Contract Date 06-27-2022  
Sold Date 07-08-2022  
Sold Price \$1,250,000  
Sale Terms Standard Sale  
Sold Price/SqFt \$329.99  
SP/LP 105.49%

#### Interior Features

# Fireplaces/Details 2 / GasFamily Room, Master Retreat  
Furnished Unfurnished  
AC/Cooling Air Conditioning, Central  
Heating Fireplace, Forced Air  
Flooring Ceramic Tile  
Laundry Room  
Equip/Apppl Dishwasher, Dryer, Garbage Disposal, Microwave, Refrigerator, Washer

#### Exterior Features

Pool In Ground, Private, Waterfall  
Spa Heated, In Ground, Private  
Tennis/Courts  
Roofing Tile  
Fence Block Wall

NICOLE DIBBLE  
RE/MAX WILLIAMS LUXURY HOMES  
NAT'L CALDRE# 01505634  
VIEW INVENTORY

MARK GUTKOWSKI  
RE/MAX DEVILLE HOMES  
NAT'L CALDRE# 01878977  
VIEW INVENTORY

Phone/Cell p: 760-485-5146 / c: 760-485-5146  
Email nicdibble@gmail.com  
Office Phone p: 760-601-3000

Phone/Cell p: 760-844-2229 / c: 760-844-2229  
Email mark@markgutkowski.com  
Office Phone p: 760-459-0057

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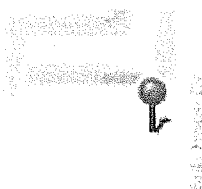
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**3 Trafalgar**  
Rancho Mirage CA 92270

**4 Beds** **Baths 4.00**  
(3F 0T 0H 1Q) **4,005 Sqft**  
Assessor

Single Family  
**SP: \$1,076,000**



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**Area** 321 Rancho Mirage  
**Subdivision** Victoria Falls  
**Sold Price/SqFt** \$268.66  
**Lot Size** 13,939/Assessor  
**HOA Fee 1 & 2** \$305.00(Monthly)  
**MLS#** 219067051PS  
**APN** 676530011

**Directions :** Bob Hope to Gerald Ford Enter through Main Gate  
**Remarks :** From the moment the gates open at Victoria Falls you transcend from the hustle and bustle to your tranquil desert home. This house has it all from the ample guest bedrooms, to the lagoon style pebble tech pool and spa you will not have any problems getting people to visit here. Three car garage and over 4000 square feet of living space allow you and your guests to spend time together but also give you the space you need to feel separate with 3 bedrooms in the main home and office/ den with an attached casita. This home is ready for you to make it yours, calls okay to schedule a private showing. Thank you.  
**Agent Remarks :** Easy to show, will be open this weekend for few hours each day. Call listing agent for more info, seller is motivated.  
**Showing Remarks :** Gate code 393

#### Structure Info

**Year Built/Source** 2003 / Assessor  
**View** Desert, Mountains, Pool  
**Stories** 1  
**Guest House**  
**PUD**  
**Sewer** In Connected and Paid  
**Style** Mediterranean

#### Land/Lot Info

**Zoning**  
**Land Type** Fee  
**Land Lease Purchase** No  
**Horse Property** No  
**Lot Acreage**  
**Special Zone**  
**Addl Parcel** No

#### Contract Info

**List Date** 09-02-2021  
**List Price** \$1,200,000  
**Orig List Price** \$1,250,000  
**Status Date** 11-16-2021  
**Sale Type** Standard  
**CSO** 2.50%  
**Listing Type** Exclusive Agency  
**Disclosure** CC and R, Homeowners Association

#### Community/Development

**Tax Mello Roos** No  
**Complex/Assoc Name** Victoria Falls HOA  
**Assoc Amenities** Assoc Pet Rules, Banquet, Basketball Court, Fitness Center, Guest Parking, Picnic Area, Rec Multipurpose Rm, Sport Court, Tennis Courts  
**Assoc Fees Include**  
**Assoc Pet Rules** Call for Rules  
**Community Features**  
**Rental Restrictions** Yes  
**Short Term Rentals** No  
**Short Term Rental Duration**

#### Parking Details

**Parking Type** Attached, Driveway, Garage Is Attached  
**Total Spaces** 8  
**Covered Spaces** 3  
**Uncovered Spaces** 2  
**Garage Spaces** 3  
**Carport Spaces**

#### Sale/Sold Info

**Contract Date** 10-16-2021  
**Sold Date** 11-16-2021  
**Sold Price** \$1,076,000  
**Sale Terms** Standard Sale  
**Sold Price/SqFt** \$268.66  
**SP/LP** 89.67%

#### Interior Features

**# Fireplaces/Details** 2 / Blower Fan, Gas Starter Family Room, Living Room, Master Retreat  
**Furnished** Unfurnished  
**AC/Cooling** Air Conditioning, Ceiling Fan, Central  
**Heating** Forced Air, Natural Gas  
**Flooring** Stone Tile  
**Laundry** Laundry Area  
**Equip/Appl** Bar Ice Maker, Ceiling Fan, Dishwasher, Garbage Disposal, Microwave, Range/Oven, Refrigerator, Trash Compactor

#### Exterior Features

**Pool** Heated, In Ground, Private, Waterfall  
**Spa** Heated with Gas, In Ground, Private  
**Tennis/Courts**  
**Roofing** Clay Tile  
**Fence** Block Wall

DANIEL STUART  
BENHOMES.COM  
CALL/TEXT: 920-437-42  
VIEW INVENTORY

BETH FEIST  
BENHOMES.COM  
CALL/TEXT: 017-202-43  
VIEW INVENTORY

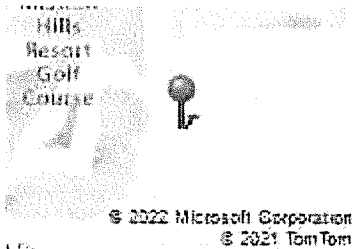
**Phone/Cell**  
**Email** dstuart@bdhomes.com  
**Office Phone** p: 760-459-0057

**Phone/Cell** p: 760-272-5712 / c: 760-272-5712  
**Email** beth.feist@compass.com  
**Office Phone** p: 760-541-4800

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**44 Abby Rd**  
Rancho Mirage CA 92270

5  
BedsBaths 5.00  
(2F 21 1H 00)5,051 Sqft  
AssessorSingle Family  
**SP: \$1,400,000**

**Area** 321 Rancho Mirage  
**Subdivision** Victoria Falls  
**Sold Price/SqFt** \$277.17  
**Lot Size** 17,424/Assessor  
**HOA Fee 1 & 2** \$375.00(Monthly)  
**MLS#** 219073612DA  
**APN** 676480018

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**Directions :** From main gate on Gerald Ford. Enter and make a left on Abby. Home is on your right side.

**Remarks :** Spectacular opportunity to own an Emperor in Prestigious Victoria Falls. Over 5,000 square feet, 5 bedrooms, 5 bathrooms, over 17,000 square foot lot, private pool, spa, this home has it all. South facing, private gate that leads into your courtyard. Enter through the front double doors into your foyer that opens into a grand room. Spiral staircase, formal dining, formal living room area, bar and more. Gourmet kitchen features a center island with an abundance of counter space, walk in pantry, ready to host events. Family room and breakfast nook area off the kitchen. Attached Casita to the side of the home with private entry and bath. Master suite features a fireplace, 2 walk in closets, sitting room perfect for a home office, or gym. Master bathroom features a bidet, vanity, double sinks, separate shower and large tub. The spiral staircase leads you upstairs to find 3 additional bedrooms, with large closets, 2 bathrooms and a balcony with million dollar views. The backyard is your private paradise. Pool, spa and park like grounds. You do not want to miss them home. It is move in ready and waiting for you.

**Agent Remarks :** By appointment only. Amie Arbid 760.880.2028 Home does not come furnished. Furniture is available outside of escrow.

**Showing Remarks :** Call Amie Arbid at 760.880.2028

#### Structure Info

**Year Built/Source** 2000 / Assessor  
**View** Mountains  
**Stories** 2  
**Guest House**  
**PUD**  
**Sewer** In Connected and Paid  
**Style** Traditional

#### Land/Lot Info

**Zoning**  
**Land Type** Fee  
**Land Lease Purchase** No  
**Horse Property** No  
**Lot Acreage**  
**Special Zone**  
**Add Parcel**

#### Contract Info

**List Date** 02-07-2022  
**List Price** \$1,200,000  
**Orig List Price** \$1,200,000  
**Status Date** 03-16-2022  
**Sale Type** Standard  
**CSO** 2.50%  
**Listing Type** Exclusive Right  
**Disclosure** CC and R, Homeowners Association

DOM 36

#### Community/Development

**Tax Mello Roos** No  
**Complex/Assoc Name** Victoria Falls  
**Assoc Amenities** Basketball Court, Tennis Courts  
**Assoc Fees Include**  
**Assoc Pet Rules**  
**Community Features**  
**Rental Restrictions** Yes  
**Short Term Rentals** No  
**Short Term Rental Duration**

#### Parking Details

**Parking Type** Attached, Direct Entrance, Door Opener, Garage Is Attached, Golf Cart, Side By Side  
**Total Spaces** 8  
**Covered Spaces** 3  
**Uncovered Spaces** 2  
**Garage Spaces** 3  
**Carport Spaces**

#### Sale/Sold Info

**Contract Date** 03-15-2022  
**Sold Date** 03-16-2022  
**Sold Price** \$1,400,000  
**Sale Terms** Standard Sale  
**Sold Price/SqFt** \$277.17  
**SP/LP** 116.67%

#### Interior Features

**# Fireplaces/Details** 3 / Gas Family Room, Living Room, Master Bedroom  
**Furnished** Unfurnished  
**AC/Cooling** Air Conditioning, Ceiling Fan  
**Heating** Central, Fireplace, Natural Gas  
**Flooring** Carpet, Tile  
**Laundry** Laundry Area, Room  
**Equip/Apppl** Ceiling Fan, Dishwasher, Dryer, Refrigerator, Washer, Water Softener

#### Exterior Features

**Pool** In Ground, Private  
**Spa** In Ground, Private  
**Tennis/Courts**  
**Roofing** Tile  
**Fence** Block Wall

AMIE ARBID  
REAL ESTATE PROPERTIES  
SALE CALDRE# 01180677  
VIEW INVENTORY

GRACE WILSON  
REAL ESTATE PROPERTIES  
SALE CALDRE# 01180677  
VIEW INVENTORY

BETTY CALLAWAY  
REAL ESTATE PROPERTIES  
SALE CALDRE# 01180677  
VIEW INVENTORY

**Phone/Cell** p: 760-880-2028 / c: 760-880-2028  
**Email** amiearbid@gmail.com  
**Office Phone** p: 760-359-8491

**Phone/Cell** p: 949-874-0935 / c: 949-874-0935  
**Email** fox@explorehomesonline.com  
**Office Phone** p: 760-797-8000

**Phone/Cell** p: 949-293-9954  
**Email** bettycallaway@gmail.com  
**Office Phone** p: 760-797-8000

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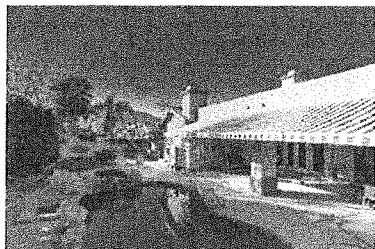
**10 21 Buckingham Way**  
Rancho Mirage CA 92270

5  
Beds

Baths 5.00  
(31-21-08-00)

4,440 Sqft  
Assessor

Single Family  
**SP: \$1,315,000**



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**Area** 321 Rancho Mirage  
**Subdivision** Victoria Falls  
**Sold Price/SqFt** \$296.17  
**Lot Size** 18,731/Assessor  
**HOA Fee 1 & 2** \$315.00(Monthly)  
**MLS#** 219071097DA  
**APN** 676540031

**Directions :** From Gerald Ford enter gate, once through gate go straight to Buckingham, take a right, home is on your right  
**Remarks :** Gorgeous South Facing Estate home with Mountain Views. This Entertainer's Dream Home has fully-Paid Solar ~ the Largest one-story floor plan built in Victoria Falls~The Regent, offering 5 Bedrooms which includes an attached Casita and just under a 1/2 an acre! A private courtyard with water feature and Glass Double Doors welcome you into the Grand Entry, the Living Room with Fireplace, Wet Bar and a wall of windows showcasing the peaceful, private backyard Pool Oasis. A Chefs Dream Kitchen with slab Granite counters, Stainless Steel Appliances, Double Ovens, Pantry, Island, Breakfast Nook, and Dining Area. Off the Kitchen is the Den with Fireplace and Sliders leading out to the Patio. Spacious Luxurious Master Suite with Fireplace, Jetted Spa Bath, Bidet, large custom Shower and Walk-in Closet. There are 3 Additional Guest Bedrooms with en-suite Baths, one with walk-in Closet and an attached Casita with its own private entrance. Features: High Ceilings, Plantation Shutters, custom Blinds, Travertine floors and LED lighting. Step out to the incredible Entertaining Patio with a Resort-size salt-water Pool and raised Spa. Enjoy the incredible views and Awnings as needed. A 3-Car Garage complete the home. Come Enjoy what our desert lifestyle has to offer~Victoria Falls is a gated community offering Tennis courts, Pickle ball, and Basketball courts~Located just across from Shopping, great Restaurants, Golf and more! Palm Springs International Airport ~20 minutes away.

**Agent Remarks :** Meticulously maintained entertaining home~South Facing backyard~Paid Solar~47 Panels!

**Showing Remarks :** Appointment only~ Sellers work remotely from home and asks for Afternoon Appts please ~ Dogs on property.

#### Structure Info

**Year Built/Source** 2002 / Assessor  
**View** Mountains, Pool  
**Stories** 1  
**Guest House**  
**PUD**  
**Sewer** In Connected and Paid  
**Style**

#### Land/Lot Info

**Zoning**  
**Land Type** Fee  
**Land Lease Purchase** No  
**Horse Property** No  
**Lot Acreage** 0.430  
**Special Zone**  
**Add Parcel**

#### Contract Info

**List Date** 12-05-2021  
**List Price** \$1,345,000  
**Orig List Price** \$1,345,000  
**Status Date** 02-08-2022  
**Sale Type** Standard  
**CSO** 2.50%  
**Listing Type** Exclusive Right  
**Disclosure** CC and R, Homeowners Association

#### Community/Development

**Tax Mello Roos** No  
**Complex/Assoc Name** Victoria Falls  
**Assoc Amenities** Basketball Court, Other Courts, Tennis Courts  
**Assoc Fees Include** Cable TV  
**Assoc Pet Rules**  
**Community Features**  
**Rental Restrictions**  
**Short Term Rentals** No  
**Short Term Rental Duration**

#### Parking Details

**Parking Type** Attached, Door Opener, Garage Is Attached  
**Total Spaces** 3  
**Covered Spaces** 0  
**Uncovered Spaces** 0  
**Garage Spaces** 3  
**Carport Spaces**

#### Sale/Sold Info

**Contract Date** 02-08-2022  
**Sold Date** 02-08-2022  
**Sold Price** \$1,315,000  
**Sale Terms** Standard Sale  
**Sold Price/SqFt** \$296.17  
**SP/LP** 97.77%

#### Interior Features

**# Fireplaces/Details** 3 / GasDen, Living Room, Master Bedroom  
**Furnished** Unfurnished  
**AC/Cooling** Air Conditioning, Ceiling Fan  
**Heating** Fireplace, Forced Air  
**Flooring** Carpet, Travertine  
**Laundry** Room  
**Equip/Apppl** Ceiling Fan, Dishwasher, Dryer, Refrigerator, Washer

#### Exterior Features

**Pool** Heated, In Ground, Private  
**Spa** Heated, In Ground  
**Tennis/Courts**  
**Roofing**  
**Fence**

ZWEMMER REALTY GROUP  
KELLER WILLIAMS REALTY  
LAWALDRE# 01702275  
VIEW INVENTORY

BOBBY LOU WERT  
KELLER WILLIAMS LUXURY HOMES  
LAWALDRE# 01760062  
VIEW INVENTORY

BESS TWING  
PACIFIC INTER-CAPITAL INVESTMENT SOLUTIONS  
INC  
LAWALDRE# 01973420  
VIEW INVENTORY

**Phone/Cell** p: 760-610-0204  
**Email** rob@zwemmerrealty.com  
**Office Phone** p: /60-601-3000

**Phone/Cell** p: 760-409-7465 / c: 760-409-7465  
**Email** bobs@zwemmerrealty.com  
**Office Phone** p: 760-601-3000

**Phone/Cell** c: 323-842-2967  
**Email** nesa@nessrcalitor.com  
**Office Phone** p: 818-342-2424

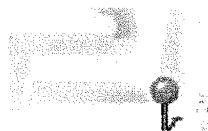
**NOTICE:** Due to COVID-19, DOM was frozen and not recorded in the history from March 15, 2020 to July 5, 2020.

Broker/Agent does not guarantee the accuracy of the square footage, lot size or other information concerning the conditions or features of the property provided by the seller or obtained from Public Records or other sources. Buyer is advised to independently verify the accuracy of all information through personal inspection and with appropriate professionals. The property may have video/surveillance devices. VESTAPLUS™ Copyright © 2022 by TheMLS™. Information deemed reliable but not guaranteed. Presented by: Debby Naiman CALDRE#01085147 | DMCA

**8 Trafalgar**  
Rancho Mirage CA 92270

4 Beds  
Baths 4.00  
(3F 0T 0H 1O)  
3,788 Sqft  
Assessor

Single Family  
**SP: \$1,355,000**



© 2021 Microsoft Corporation  
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Area  
Subdivision  
Sold Price/SqFt  
Lot Size  
HOA Fee 1 & 2  
MLS#  
APN

321 Rancho Mirage  
Victoria Falls  
\$357.71  
19,602/Assessor  
\$375.00(Monthly)  
219071025PS  
676530014

**Directions :** Use GPS.

**Remarks :** Gorgeous Turn Key home located in Victoria Falls! This fully furnished property features 4 Bedrooms, 3.5 Baths, with an open living room and separate family room. This oversized lot showcases a custom swimming pool, huge grass area, and fantastic views of Mt. San Jacinto. The primary suite features pool and northern mountain views, a large primary bath showcases a shower room and soaker tub. The extended walk in closet and suite style office area complete the master bedroom. The home has hardwood plantation shutter window coverings throughout and one of the bedrooms could be converted to an office. High ceilings throughout the home enhance the open concept feeling you get as soon as you walk in. New flooring throughout. Lastly, there is plenty of garage space to enjoy, a 2-car garage plus a 3rd car garage that is separated with a wall and door. Don't miss out!

**Agent Remarks :** Home has brand new furniture and sold turn key. Lock box will be available Saturday. Call Cleveland or Eric for instructions.

**Showing Remarks :** Call Cleveland or Eric before showing. House is vacant and can be shown on short notice but agents/buyers need to be called in at gate.

**Structure Info**

Year Built/Source  
View  
Stories  
Guest House  
PUD  
Sewer  
Style

2002 / Assessor  
Mountains  
1  
In Connected and Paid

**Land/Lot Info**

Zoning  
Land Type  
Land Lease Purchase  
Horse Property  
Lot Acreage  
Special Zone  
Add'l Parcel

Fee  
No  
No

**Contract Info**

List Date  
List Price  
Orig List Price  
Status Date  
Sale Type  
CSO  
Listing Type

12-03-2021  
\$1,350,000  
\$1,350,000  
02-04-2022  
Standard  
2.50%  
Exclusive Right

DOM 29

**Community/Development**

Tax Mello Roos  
Complex/Assoc Name  
Assoc Amenities  
Assoc Fees Include  
Assoc Pet Rules  
Community Features  
Rental Restrictions  
Short Term Rentals  
Short Term Rental Duration

No  
Basketball Court, Tennis Courts  
No

**Parking Details**

Parking Type  
Total Spaces  
Covered Spaces  
Uncovered Spaces  
Garage Spaces  
Carport Spaces

Attached, Door Opener, Driveway, Garage Is Attached  
6  
0  
3  
3

**Sale/Sold Info**

Contract Date  
Sold Date  
Sold Price  
Sale Terms  
Sold Price/SqFt  
SP/LP

01-01-2022  
02-04-2022  
\$1,355,000  
Standard Sale  
\$357.71  
100.37%

**Interior Features**

# Fireplaces/Details  
Furnished  
AC/Cooling  
Heating  
Flooring  
Laundry  
Equip/Appl

2 / Gas Family Room, Master Bedroom  
Furnished  
Air Conditioning  
Central  
Tile, Travertine, Wood

**Exterior Features**

Pool  
Spa  
Tennis/Courts  
Roofing  
Fence

Heated, In Ground, Private  
Heated, In Ground, Private

ERIC AVRIETTE  
COMPASS  
SALE CALDRE# 01085175

VIEW INVENTORY

Phone/Cell  
Email  
Office Phone

p: 760-835-9935 / c: 760-835-9935  
eric.avriette@compass.com  
p: 760-249-2120

CLEVELAND LANGFORD  
COMPASS  
SALE CALDRE# 02024904

VIEW INVENTORY

Phone/Cell  
Email  
Office Phone

p: 760-899-7001 / c: 760-899-7001  
cleveland.langford@compass.com  
p: 760-249-2120

RONI MILLER  
HOMESMART EVERGREEN REALTY  
SALE CALDRE# 01937466

VIEW INVENTORY

Phone/Cell  
Email  
Office Phone

c: 714-403-5330  
ronitherealtor@yahoo.com  
p: 949-753-7888

NOTICE: Due to COVID-19, DOM was frozen and not recorded in the history from March 15, 2020 to July 5, 2020.

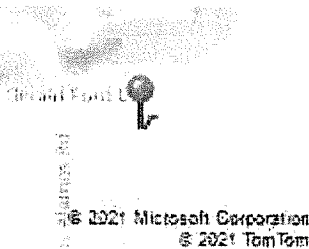
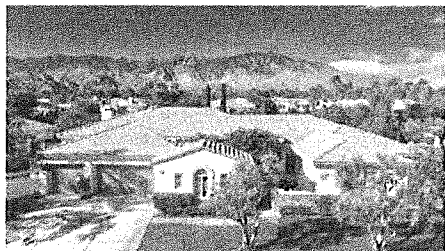
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**27 Toscana Way**  
Rancho Mirage CA 92270

**3 Beds** **Baths 4.00** (3F 0T 1H 0Q) **3 715 SqFt** Assessor

Single Family  
**SP: \$1,300,000**



**Area** 321 Rancho Mirage  
**Subdivision** La Toscana  
**Sold Price/SqFt** \$349.93  
**Lot Size** 14,375/Assessor  
**HOA Fee 1 & 2** \$255.00(Monthly)  
**MLS#** 219071018DA  
**APN** 674630017

**Directions :** Main gate on Gerald Ford across from Mission Hills CC Enter, turn left then turn right. Home is on the right [corner location]  
**Remarks :** Stunning mountain VIEWS are captured from this beautiful ultra private Mediterranean design. Premier 14,375 sf corner lot. A stucco/stone exterior opens to a private courtyard with an attached Casita on one side plus the bonus of a separate office/studio on the other. The open floor plan features tall ceilings, clerestory windows, crown molding, shutters, 3 zones for HVAC, 2 fireplaces, and surround sound. The gourmet center island kitchen opens to the family room with desk nook and wet bar and adjacent dining area. The extended primary retreat has a fireplace and built-in TV cabinet w/storage. Relax in the luxurious En-suite with soaking tub, separate walk-in shower, dual vanities and two walk-in closets with organizers. The Guest bedroom features a walk-in closet and En-suite. Outdoor living is enhanced with a covered patio, built-in BBQ and outdoor shower. Mature fruit trees and lush landscaping surround the LAP pool + spa. Water features create a relaxing ambiance. The 3 car garage with epoxy flooring has built-in cabinets for storage. La Toscana is an exclusive low density gated community across from Mission Hills CC, close to boutiques, restaurants and only a 20 minute drive to Palm Springs International Airport. The ultimate in Desert living and there's More.... it's offered turnkey furnished. Call today!

**Agent Remarks :** Seller may do 1031 Exchange at no cost to the buyer.

**Showing Remarks :** Advance Notice Required. Call either Marilyn 760-333-6303 or Roxanne 760-832-2192

#### Structure Info

**Year Built/Source** 2002 / Assessor  
**View** Green Belt, Mountains, Panoramic, Pool  
**Stories** 1  
**Guest House**  
**PUD**  
**Sewer** In Connected and Paid  
**Style** Mediterranean

#### Land/Lot Info

**Zoning**  
**Land Type** Fee  
**Land Lease Purchase** No  
**Horse Property** No  
**Lot Acreage**  
**Special Zone**  
**Add Parcel**

#### Contract Info

**List Date** 12-03-2021  
**List Price** \$1,395,000  
**Orig List Price** \$1,395,000  
**Status Date** 01-31-2022  
**Sale Type** Standard  
**CSO** 2.50%  
**Listing Type** Exclusive Right  
**Disclosure** CC and R, Homeowners Association

DOM 52

#### Community/Development

**Tax Mello Roos** Unknown  
**Complex/Assoc Name**  
**Assoc Amenities** Controlled Access, Greenbelt/Park  
**Assoc Fees Include**  
**Assoc Pet Rules** Assoc Pet Rules  
**Community Features**  
**Rental Restrictions** Yes  
**Short Term Rentals** No  
**Short Term Rental Duration**

#### Parking Details

**Parking Type** Attached, Direct Entrance, Door Opener, Garage Is Attached  
**Total Spaces** 6  
**Covered Spaces** 3  
**Uncovered Spaces** 0  
**Garage Spaces** 3  
**Carport Spaces**

#### Sale/Sold Info

**Contract Date** 01-24-2022  
**Sold Date** 01-31-2022  
**Sold Price** \$1,300,000  
**Sale Terms** Standard Sale  
**Sold Price/SqFt** \$349.93  
**SP/LP** 93.19%

#### Interior Features

**# Fireplaces/Details** 2 / Gas Log, Gas Starter, Raised Hearth Great Room, Master Retreat  
**Furnished** Furnished  
**AC/Cooling** Air Conditioning, Ceiling Fan, Multi/Zone, Wall/Window  
**Heating** Fireplace, Forced Air, Zoned  
**Flooring** Carpet, Ceramic Tile  
**Laundry** Room  
**Equip/Apppl** Ceiling Fan, Central Vacuum, Dishwasher, Dryer, Garbage Disposal, Hood Fan, Microwave, Refrigerator, Washer, Water Line to Refrigerator

#### Exterior Features

**Pool** Gunite, Heated, In Ground, Lap Pool, Private, Waterfall  
**Spa** Heated, In Ground, Private  
**Tennis/Courts**  
**Roofing** Concrete, Tile  
**Fence** Block Wall, Stucco Wall, Wrought Iron

MARILYN BAUER  
BENJON DEVILLE HOMES  
LA2 CALDRE# 01227902  
VIEW INVENTORY

**Phone/Cell** p: 760-333-6303 / c: 760-333-6303  
**Email** marilynbauser@bdhomes.com  
**Office Phone** p: 760-770-6801

ROXANNE BAUER  
BENJON DEVILLE HOMES  
LA2 CALDRE# 01918263  
VIEW INVENTORY

**Phone/Cell** p: 760-832-2192 / c: 760-832-2192  
**Email** roxybauer@bdhomes.com  
**Office Phone** p: 760-770-6801

DEIRDRE COIT  
COMPASS  
SA1 CALDRE# 00956865  
VIEW INVENTORY

**Phone/Cell** p: 760-835-1006 / c: 760-835-1006  
**Email** deirdrecoit@me.com  
**Office Phone** p: 760-249-2120

SUSAN CANAVAN  
COMPASS  
SA2 CALDRE# 00812513  
VIEW INVENTORY

**Phone/Cell** p: 760-808-1372  
**Email** susancanavan@me.com  
**Office Phone** p: 760-249-2120

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**Market Analysis**

Status: Coming Soon,Active,Active Under Contract,Hold,Pending,Sold StatusDate: Coming Soon,Active,Active Under Contract,Hold,Pending,Sold PropertyTypes: Single Family Area: Rancho Mirage  
ListPrice: 900000 to 1400000 SoldPrice: 900000 to 1400000

	Active	Active/Contract	Hold	Pending	Sold LP	Sold SP **	Expired	Canceled	Withdrawn
# of Listings	-	1	-	2	23	23	-	-	-
Average DOM	-	10	-	24	36	36	-	-	-
Median DOM	-	10	-	24	36	36	-	-	-
Low Price \$	-	\$1,197,000	-	\$999,000	\$900,000	\$955,500	-	-	-
Median Price \$	-	\$1,197,000	-	\$1,143,500	\$1,100,000	\$1,100,000	-	-	-
High Price \$	-	\$1,197,000	-	\$1,288,000	\$1,400,000	\$1,400,000	-	-	-
Average Price Total \$	-	\$1,197,000	-	\$1,143,500	\$1,142,991	\$1,152,424	-	-	-
*Avg. Price w/ Sq.Ft. \$	-	\$1,197,000	-	\$1,143,500	\$1,142,991	\$1,152,424	-	-	-
*Average Sq. Ft.	-	4,301	-	3,134	3,616	3,616	-	-	-
*Avg. Price/Sq.Ft. \$	-	\$278.31	-	\$366.83	\$323.72	\$326.41	-	-	-
*Median Price/Sq.Ft. \$	-	\$278	-	\$366	\$309	\$326	-	-	-
***Avg. Price w/ LSZ \$	-	\$1,197,000	-	\$1,143,500	\$1,142,991	\$1,152,424	-	-	-
***Average LSZ	-	18,295.00	-	14,810.50	14,261.17	14,261.17	-	-	-
***Median LSZ	-	18,295	-	14,810	13,504	13,504	-	-	-
***Avg. Price/LSZ \$	-	\$65.43	-	\$77.92	\$82.57	\$83.17	-	-	-
Avg. SP/Avg. LP	-	-	-	-	-	100.83%	-	-	-
Avg. SP/Avg. OLP	-	-	-	-	-	99.44%	-	-	-
Total Volume	-	\$1,197,000	-	\$2,287,000	\$26,288,798	\$26,505,774	-	-	-

**DOM and Average % of List Price received on Solds Statistics**

Statistic	0-30 Days	31-60 Days	61-90 Days	91-120 Days	120+ Days
No. of Listings	9	11	2	1	0
Breakdown %	39.13	47.83	8.70	4.35	0.00
Avg SP%LP	103.64	100.05	98.94	95.46	0.00

\* Footage calculations do not include those listings with a reported square footage of zero (0 such listing(s) were found). The Avg. Price/Sq.Ft. is the sum of Price/Sq.Ft. for all valid listings divided by the number of listings without a Sq.Ft. of zero.

\*\* All calculations in the "Sold (Sold Price)" column, except Avg. SP/Avg. LP and Avg. SP/Avg. OLP, do not include those Sold listings with either a reported square footage of zero or a reported Selling Price of zero (0 such listing(s) were found) or a reported lot size of zero (0 such listing(s) were found).

\*\*\* Lot size calculations do not include those listings with a reported lot size of zero (0 such listing(s) were found). The Avg. Price/LSZ is the sum of Price/LSZ for all valid listings divided by the number of listings without a Lot Size of zero.

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## **EXHIBIT B-3**



July 13, 2022

To Whom It May Concern:

Regarding the located at: Hawk Trail, Shingle Springs, CA

Identified as: 087-030-044-000; +/- 40 acres

The information provided by me, Debby Naiman, associated with Security Pacific Real Estate Brokerage for 34 + plus years, is true and correct from knowing the area and the current market analysis I have attached from the Sacramento Association of Realtors, Sacramento and El Dorado Counties.

The property is held in the name of : Zenith GP; Edward R Stolz has 100% right to sell the property at any time.

There is No Loan on this property.

The subject property consists of 40.08 acres of prime open land situated in El Dorado County, California. It is located at the end of S. Shingle Road and surrounded by over One Million Dollar plus homes, horse ranch estates, and gated communities. Within the last year there has been a private road called Hawk Trail recorded, dedicated, and graded, which is improved with electrically powered wrought iron custom homesite gates. Brand new PGE power lines from S. Shingle Road onto the private Hawk Trail Road have been installed and are ready to connect for prime power. From the subject site, the landowner may build one's dream estate or apply to subdivide for multiple homesites, providing breathtaking views. The property is in a very desirable area adjacent to the Sacramento metropolitan area and the exclusive El Dorado Hills residential enclave.

During my extensive research, I have determined that the property should sell close to \$650,000.

Please feel free to contact me should anyone need further information.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Debby Naiman', written over a horizontal line.

Debby Naiman  
Security Pacific Real Estate  
License #: 01085147

11707 Fair Oaks Blvd. STE 300  
Fair Oaks, CA 05628  
916-965-3300

RECORDING REQUESTED BY  
Placer Title Company

AND WHEN RECORDED MAIL THIS DEED  
AND, UNLESS OTHERWISE SHOWN  
BELOW, MAIL TAX STATEMENTS TO:

ZENITH, GP, A California General Partnership  
C/O Security Pacific Real Estate  
Attn: Debby Naiman  
11707 Fair Oaks Blvd  
Fair Oaks, Ca 95628  
Title Order No. 41010924  
Escrow No. 41010924-IE

El Dorado, County Recorder  
William Schultz Co Recorder Office  
**DOC- 2002-0003140-00**

Acct 6-PLACER TITLE CO

Monday, JAN 14, 2002 08:00:00

Ttl Pd \$123.00

Nbr-0000224241

LJP/C2/1-3

SPACE ABOVE THIS LINE FOR RECORDER'S USE  
The undersigned Grantor declares:  
Documentary Transfer Tax: \$110.00

X COMPUTED ON FULL VALUE OF PROPERTY CONVEYED,

OR COMPUTED ON FULL VALUE LESS LIENS AND  
ENCUMBRANCES REMAINING AT TIME OF SALE.

The Undersigned

Signature of Declarant or Agent determining tax. Firm Name

**Grant Deed**

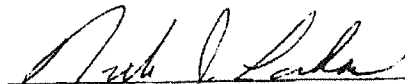
FOR A VALUABLE CONSIDERATION, receipt of which is hereby acknowledged, NICK J. LADAS and CAROL D. LADAS, husband and wife

hereby GRANT(S) to ZENITH, GP, A California General Partnership

the following described real property in the Unincorporated Area, County of EL DORADO, State of California:

SEE ATTACHED EXHIBIT A

Parcel Number: 087-030-44-100

  
NICK J. LADAS

  
CAROL D. LADAS

01/14/2002, 20020003140

Dated: January 2, 2002

STATE OF CALIFORNIA  
COUNTY OF Sacramento

On January 3, 2002 before me, Irene Ellis, Notary Public in  
and \_\_\_\_\_

for said County and State, personally appeared

NICK J. LADAS and CAROL D. LADAS

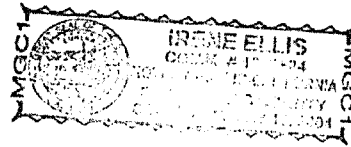
personally known to me (or proved to me on the basis of satisfactory evidence) to be the person(s) whose name(s) is/are  
subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their  
authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of  
which the person(s) acted, executed the instrument.

Witness my hand and official seal.

Irene Ellis

Notary Public in and for said County and State

(Space above for official notarial area.)



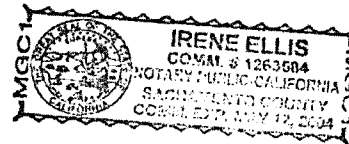
**MAIL TAX STATEMENTS TO PARTY SHOWN ON FOLLOWING LINE; IF NO PARTY SHOWN, MAIL AS  
DIRECTED ABOVE**

Grantee at address above

Name

Street Address

City & State



01/14/2002,20020003140

Order No. 410-10924

**EXHIBIT "A"**  
**LEGAL DESCRIPTION**

ALL THAT CERTAIN REAL PROPERTY SITUATE IN THE COUNTY OF EL DORADO, STATE OF CALIFORNIA, MORE PARTICULARLY DESCRIBED AS FOLLOWS:

TRACT C, AS SHOWN ON THAT CERTAIN RECORD OF SURVEY, A PORTION OF SECTION 17, TOWNSHIP 8 NORTH, RANGE 9 EAST, M.D.M., FILED MARCH 28, 1979, IN THE OFFICE OF THE COUNTY RECORDER, OF SAID COUNTY, IN BOOK 7 OF RECORD OF SURVEYS, AT PAGE 11, BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

BEGINNING AT A POINT IN THE CENTERLINE OF A 50 FOOT WIDE ROAD AND PUBLIC UTILITY EASEMENT, FROM WHICH THE SOUTHWEST 1/16 CORNER OF SECTION 17 BEARS SOUTH 82 DEGREES 54 MINUTES 19 SECONDS WEST 351.96 FEET AND NORTH 02 DEGREES 22 MINUTES 08 SECONDS WEST 150.0 FEET; THENCE FROM SAID POINT OF BEGINNING NORTH 28 DEGREES 36 MINUTES 34 SECONDS WEST 1024.84 FEET ALONG SAID EASEMENT; THENCE NORTH 61 DEGREES 23 MINUTES 26 SECONDS EAST 152.48 FEET; THENCE ALONG A CURVE TO THE LEFT OF RADIUS 300 FEET WHOSE CHORD BEARS NORTH 52 DEGREES 23 MINUTES 26 SECONDS EAST 93.86 FEET; THENCE NORTH 43 DEGREES 23 MINUTES 26 SECONDS EAST 135.13 FEET; THENCE ALONG A CURVE TO THE RIGHT OF RADIUS 1000 FEET WHOSE CHORD BEARS NORTH 73 DEGREES 23 MINUTES 26 SECONDS EAST 1000.00 FEET; THENCE SOUTH 76 DEGREES 36 MINUTES 34 SECONDS EAST 672.55 FEET; THENCE ALONG A CURVE TO THE LEFT OF RADIUS 500 FEET WHOSE CHORD BEARS NORTH 89 DEGREES 17 MINUTES 45 SECONDS EAST 243.53 FEET; THENCE LEAVING SAID EASEMENT SOUTH 18 DEGREES 33 MINUTES 21 SECONDS WEST 391.50 FEET; THENCE SOUTH 60 DEGREES 00 MINUTES 00 SECONDS WEST 1780.30 FEET TO THE POINT OF BEGINNING.

ASSESSOR PARCEL NO.:087-030-44-100

TOGETHER WITH, NON-EXCLUSIVE EASEMENTS FOR ROAD AND UTILITY PURPOSES FOR USE IN COMMON WITH OTHERS, OVER, ALONG, ACROSS AND THROUGH THOSE STRIPS OF LAND FOR SAID PURPOSES AS SHOWN ON THE RECORD OF SURVEY HEREINABOVE REFERRED TO, WHICH EASEMENTS SHALL BE APPURTENANT TO SAID TRACT C AND TO EVERY PART AND FUTURE SUBDIVISION THEREOF.

TOGETHER WITH A NON EXCLUSIVE EASEMENT FOR ROAD AND PUBLIC UTILITIES OVER THE WESTERLY 25 FEET(SAID STRIP OF LAND BEING 25 FEET IN WIDTH AND APROX. 840.00 FEET IN LENGTH) OF TRACT B, (WHICH TOGETHER FORM A CONTINUOUS RIGHT OF WAY TO SOUTH SHINGLE ROAD), AS SAID TRACT IS SHOWN ON THAT CERTAIN RECORD OF SURVEY FILED IN THE OFFICE OF COUNTY RECORDS OF EL DORADO COUNTY IN BOOK 7 OF SURVEYS, AT PAGE 11.

APN: 087-030-44-100

01/14/2002,20020003140

# Comparative Market Analysis

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**Hawk Trl, Shingle Springs, California 95682**

**Zenith**

JULY 14, 2022

**Debby Naiman**

Security Pacific Real Estate Brokerage

# Debby Naiman

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## Debby Naiman

License #: 01085147

### Affiliation:

- Security Pacific Real Estate Brokerage

### Experience:

- 34+ Years Associated with Security Pacific Real Estate
- Residential, Commercial, Land, Lease Acquisition
- Continuing Real Estate Education; Ongoing

### Professional Associations:

- Executive Council
- Masters Club
- Sacramento Association of Realtors
- California Association of Realtors
- National Association of Realtors
- Palm Springs Association of Realtors

Debby Naiman

Security Pacific Real Estate Brokerage

REinfo4U@comcast.net | DRE # 01085147



# Security Pacific Real Estate Brokerage

Our company, Security Pacific Real Estate Brokerage, is a multifaceted business that operates with you, the customer, at the forefront of our day-to-day operations. We are well known and respected in the community and our philosophies are based on both honesty and integrity. As a client centered business, you will receive personal service and be backed by a reputable company.

We implement multi-level marketing strategies that benefit our clients with every transaction. Our real estate agents have extensive access to information about the communities in which they deal. This includes, but is not limited to: schools, populations, recreation, entertainment, home values, growth potential and surrounding areas. Many agents live in the areas we serve and therefore can more accurately overcome potential obstacles and focus on the unique needs of our clients.

Our commercial division is well-equipped to provide today's growing number of real estate investors with opportunities for both income and commercial properties.

The real estate market is always changing and as a result, our agents regularly attend training sessions and events to further their knowledge and be sure that they are focusing on current conditions that affect today's buyers and sellers. This type of training is imperative if we are to be successful in obtaining top dollar on home sales. Our goal is to make sure that we satisfy the special needs of all of our clients and at the same time make the process and transactions go as smoothly as possible.

Our company is dedicated to maintaining a professional, trustworthy relationship with our clients. One way this can be seen is through this Comparative Market Analysis (CMA) which you hold in your hand. This CMA compiles the most current and accurate information relevant to the sale of your home. Seeing that this is perhaps your most valuable asset, it is imperative that you be equipped with the most complete information possible related to the pricing and marketing of your home.

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# What is a CMA

**No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparative market analysis, or CMA, is most useful.**

## What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data such as type of home, number of bedrooms, number of baths, lot size, neighborhood, property condition and features, and many other factors. The purpose is to show estimated market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

## How is the CMA created?

CMAs are generated by using property information from your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members. Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

## How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.

Debby Naiman

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Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

# Contact Me

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**Security Pacific Real Estate**  
**Brokerage**



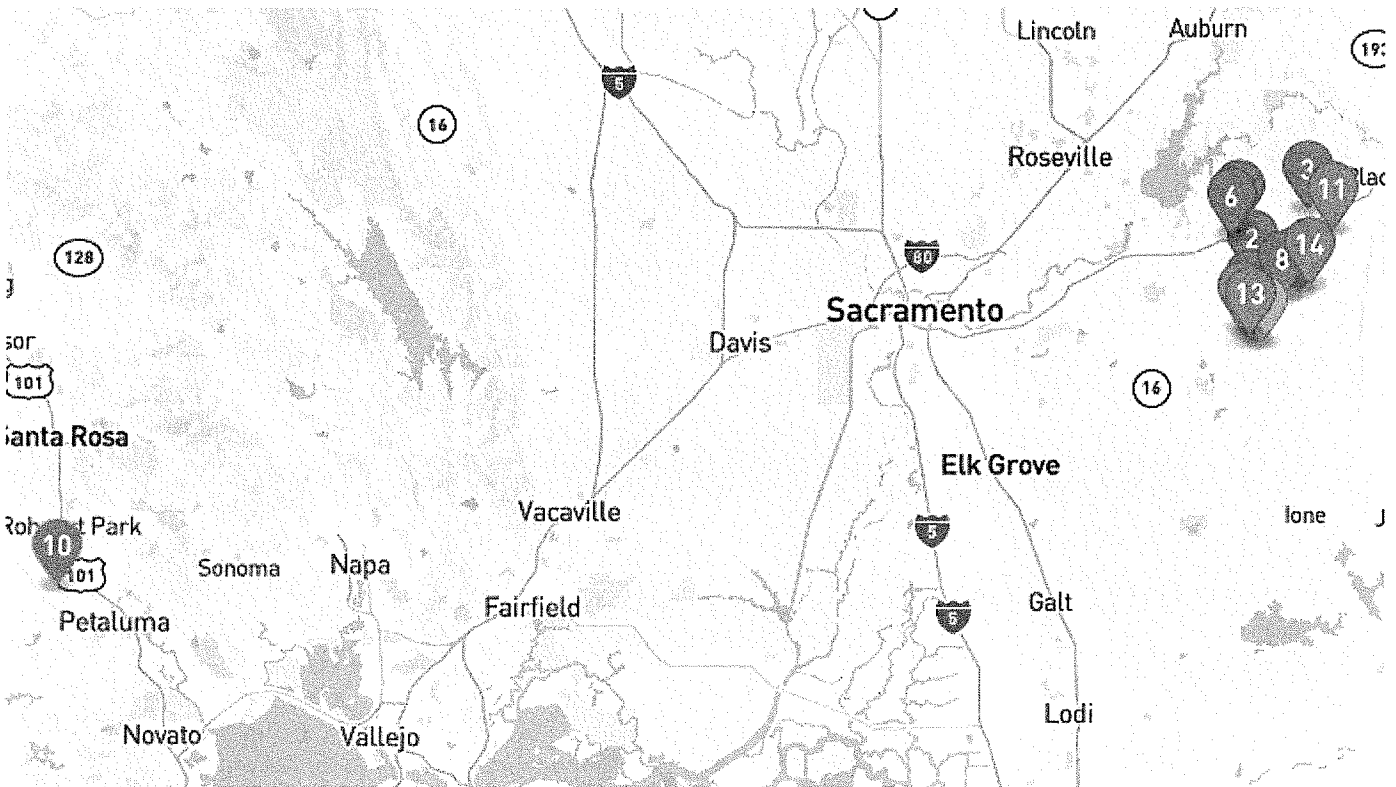
11707 Fair Oaks Blvd. STE 300; Fair Oaks, CA.  
95628  
[REinfo4U@comcast.net](mailto:REinfo4U@comcast.net)  
916-965-3300  
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Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

# Map of Comparable Listings



STATUS: = CLOSED = PENDING = CANCELED = ACTIVE

MLS #	STATUS	ADDRESS	BEDS	BATHS	PRICE
<b>1</b>	<b>Subject</b>	<b>Hawk Trl, Shingle Springs, California 95682</b>	-	-	-
2		0 Lot 0 Beaver Pond Road	-	0/0	\$400,000
3		0 N. Shingle Road	-	0/0	\$450,000
4		3491 Sienna Ridge Road	-	0/0	\$752,000
5		0 Brandon Road	-	0/0	\$475,000
6		4400 Silver Dove Way	-	0/0	\$700,000
7		0 Settlers Trail	-	0/0	\$415,000
8		6380 Fernwood Drive	-	0/0	\$415,000
9		0 Lot 72 S Shingle Road	-	0/0	\$569,000
10		321 King Road	-	0/0	\$599,000
11		4901 Old French Town Road	-	0/0	\$789,000
12		0 S Shingle	-	0/0	\$469,000
13		0 Hawk Trail	-	0/0	\$650,000

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Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

14 222087752  6317 French Creek Road - 0/0 \$700,000

Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

# Summary of Comparable Properties

## SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	PRICE
0 Lot 0 Beaver Pond Road	4/4/22	-	0/0	\$400,000
0 N. Shingle Road	4/1/22	-	0/0	\$450,000
3491 Sienna Ridge Road	1/20/22	-	0/0	\$752,000
0 Brandon Road	6/17/22	-	0/0	\$475,000
4400 Silver Dove Way	4/14/22	-	0/0	\$700,000
0 Settlers Trail	6/3/22	-	0/0	\$415,000
6380 Fernwood Drive	4/5/22	-	0/0	\$415,000
<b>Averages</b>				<b>\$515,285</b>

## PENDING LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	PRICE
0 Lot 72 S Shingle Road	-	-	0/0	\$569,000
<b>Averages</b>				<b>\$569,000</b>

## CANCELLED LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	PRICE
321 King Road	-	-	0/0	\$599,000
<b>Averages</b>				<b>\$599,000</b>

## ACTIVE LISTINGS

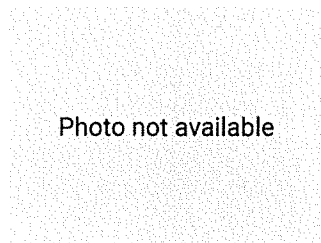
ADDRESS	SOLD DATE	BEDS	BATHS	PRICE
4901 Old French Town Road	-	-	0/0	\$789,000
0 S Shingle	-	-	0/0	\$469,000
0 Hawk Trail	-	-	0/0	\$650,000
6317 French Creek Road	-	-	0/0	\$700,000
<b>Averages</b>				<b>\$652,000</b>

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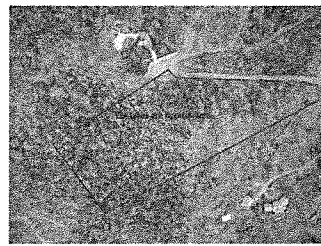
Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

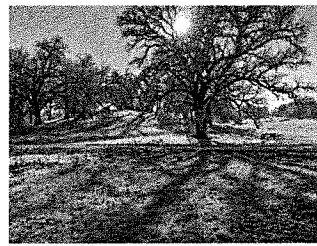
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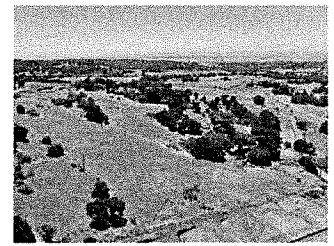
**Hawk Trl**  
Shingle Springs, Californ...  
SUBJECT PROPERTY



**0 Lot 0 Beaver Pond Road**  
El Dorado Hills, CA 95762  
**CLOSED** 4/4/22



**0 N. Shingle Road**  
Shingle Springs, CA 95682  
**CLOSED** 4/1/22



**3491 Sienna Ridge Road**  
El Dorado Hills, CA 95762  
**CLOSED** 1/20/22

## Details

MLS #	-	MLS #	222011236	MLS #	222002425	MLS #	221089894
List Price	-	List Price	\$395,000	List Price	\$450,000	List Price	\$799,000
Sold Price	-	Sold Price	\$400,000	Sold Price	\$450,000	Sold Price	\$752,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	4/4/22	Sold Date	4/1/22	Sold Date	1/20/22
DOM	-	DOM	1	DOM	67	DOM	118
Year Built	-	Year Built	-	Year Built	-	Year Built	-
Lot Size (sqft)	-	Lot Size (sqft)	435,600	Lot Size (sqft)	970,517	Lot Size (sqft)	435,600
Area	-	Area	12605	Area	12603	Area	12602
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	-	Style	-	Style	-
Taxes	-	Taxes	-	Taxes	-	Taxes	-
Beds	-	Beds	-	Beds	-	Beds	-
Baths	-	Baths	0/0	Baths	0/0	Baths	0/0
Acres	0	Acres	10.0	Acres	22.28	Acres	10.0

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Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

# Comparable Properties

Photo not available



## Hawk Trl

Shingle Springs, Californ...

SUBJECT PROPERTY

## 0 Brandon Road

Shingle Springs, CA 95682

**CLOSED** 6/17/22

## 4400 Silver Dove Way

El Dorado Hills, CA 95762

**CLOSED** 4/14/22

## 0 Settlers Trail

Shingle Springs, CA 95682

**CLOSED** 6/3/22

## Details

MLS #	-	MLS #	221039438	MLS #	20081599	MLS #	222046536
List Price	-	List Price	\$669,000	List Price	\$799,000	List Price	\$450,000
Sold Price	-	Sold Price	\$475,000	Sold Price	\$700,000	Sold Price	\$415,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	6/17/22	Sold Date	4/14/22	Sold Date	6/3/22
DOM	-	DOM	327	DOM	388	DOM	18
Year Built	-	Year Built	-	Year Built	-	Year Built	-
Lot Size (sqft)	-	Lot Size (sqft)	6,942,157	Lot Size (sqft)	444,748	Lot Size (sqft)	1,743,271
Area	-	Area	12603	Area	12602	Area	12605
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	-	Style	-	Style	-
Taxes	-	Taxes	-	Taxes	-	Taxes	-
Beds	-	Beds	-	Beds	-	Beds	-
Baths	-	Baths	0/0	Baths	0/0	Baths	0/0
Acres	0	Acres	159.37	Acres	10.21	Acres	40.02

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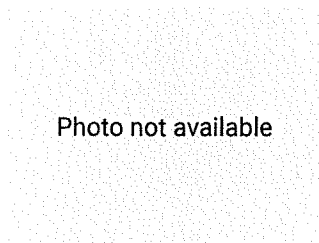
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Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

# Comparable Properties



**Hawk Trl**  
Shingle Springs, Californ...  
SUBJECT PROPERTY

**6380 Fernwood Drive**  
Shingle Springs, CA 95682  
**CLOSED** 4/5/22

**0 Lot 72 S Shingle Road**  
Shingle Springs, CA 95682  
**PENDING** 6/16/22

**321 King Road**  
Petaluma, CA 94952  
**CANCELED** 6/9/20

## Details

MLS #	-	MLS #	222011274	MLS #	222075041	MLS #	22012625
List Price	-	List Price	\$449,000	List Price	\$569,000	List Price	\$599,000
Sold Price	-	Sold Price	\$415,000	Sold Price	-	Sold Price	-
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	4/5/22	Sold Date	-	Sold Date	-
DOM	-	DOM	23	DOM	3	DOM	287
Year Built	-	Year Built	-	Year Built	-	Year Built	-
Lot Size (sqft)	-	Lot Size (sqft)	435,600	Lot Size (sqft)	5,975,996	Lot Size (sqft)	217,800
Area	-	Area	12605	Area	12605	Area	Petaluma West
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	-	Style	-	Style	-
Taxes	-	Taxes	-	Taxes	-	Taxes	-
Beds	-	Beds	-	Beds	-	Beds	-
Baths	-	Baths	0/0	Baths	0/0	Baths	0/0
Acres	0	Acres	10.0	Acres	137.19	Acres	5.0

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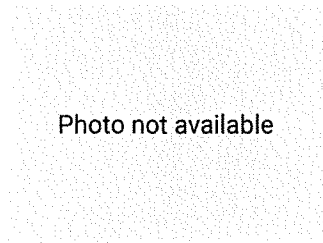
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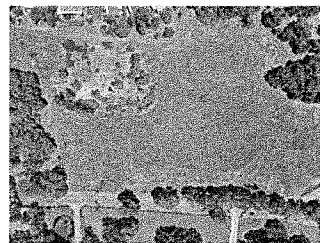
Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

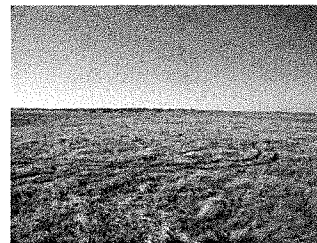
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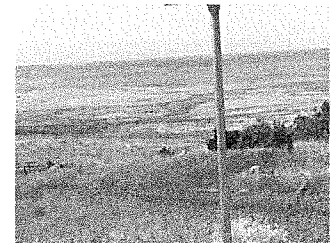
**Hawk Trl**  
Shingle Springs, Californ...  
SUBJECT PROPERTY



**4901 Old French Town Road**  
Shingle Springs, CA 95682  
**ACTIVE** 6/7/22



**0 S Shingle**  
Shingle Springs, CA 95682  
**ACTIVE** 7/11/22



**0 Hawk Trail**  
Shingle Springs, CA 95682  
**ACTIVE** 11/18/21

## Details

MLS #	-	MLS #	222074814	MLS #	222092212	MLS #	221146070
List Price	-	List Price	\$789,000	List Price	\$469,000	List Price	\$650,000
Sold Price	-	Sold Price	-	Sold Price	-	Sold Price	-
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	-	Sold Date	-	Sold Date	-
DOM	-	DOM	36	DOM	2	DOM	237
Year Built	-	Year Built	-	Year Built	-	Year Built	-
Lot Size (sqft)	-	Lot Size (sqft)	871,636	Lot Size (sqft)	1,749,805	Lot Size (sqft)	1,745,885
Area	-	Area	12603	Area	12605	Area	12605
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	-	Style	-	Style	-
Taxes	-	Taxes	-	Taxes	-	Taxes	-
Beds	-	Beds	-	Beds	-	Beds	-
Baths	-	Baths	0/0	Baths	0/0	Baths	0/0
Acres	0	Acres	20.01	Acres	40.17	Acres	40.08

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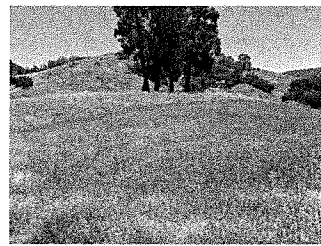
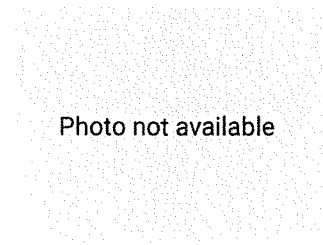
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Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

# Comparable Properties

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**Hawk Trl**  
Shingle Springs, Californ...  
SUBJECT PROPERTY

**6317 French Creek Road**  
Shingle Springs, CA 95682  
**ACTIVE** 7/1/22

## Details

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MLS #	-	MLS #	222087752
List Price	-	List Price	\$700,000
Sold Price	-	Sold Price	-
Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	-
DOM	-	DOM	13
Year Built	-	Year Built	-
Lot Size (sqft)	-	Lot Size (sqft)	5,178,413
Area	-	Area	12603
Subdivision	-	Subdivision	-
Style	-	Style	-
Taxes	-	Taxes	-
Beds	-	Beds	-
Baths	-	Baths	0/0
Acres	0	Acres	118.88

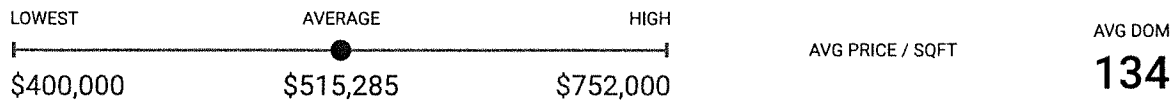
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Comparative Market Analysis

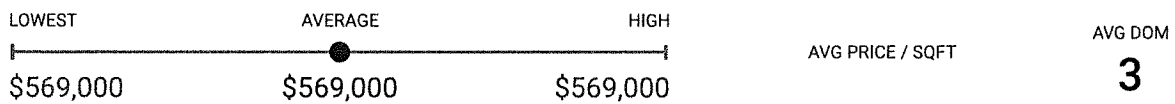
Hawk Trl, Shingle Springs, California 95682

# Comparable Property Statistics

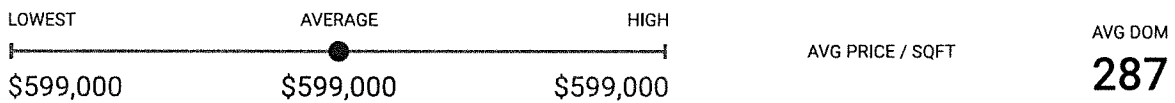
## S 7 Sold Listings



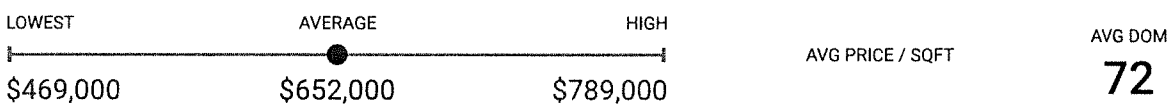
## P 1 Pending Listings



## C 1 Cancelled Listings



## A 4 Active Listings



Debby Naiman

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Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

# Sold Property Analysis

## Averages

# 89.9%

Homes sold for an average of 89.9% of their list price.

# 134

 Days on market

It took an average of 134 days for a home to sell.

## Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM
0 Lot 0 Beaver Pond Road	\$395,000	\$400,000	101.27%	1
0 N. Shingle Road	\$450,000	\$450,000	100.00%	67
3491 Sienna Ridge Road	\$799,000	\$752,000	94.12%	118
0 Brandon Road	\$996,000	\$475,000	47.69%	327
4400 Silver Dove Way	\$799,000	\$700,000	87.61%	388
0 Settlers Trail	\$450,000	\$415,000	92.22%	18
6380 Fernwood Drive	\$449,000	\$415,000	92.43%	23
<b>Averages</b>	<b>\$619,714</b>	<b>\$515,285</b>	<b>83.15%</b>	<b>134</b>

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REinfo4U@comcast.net | DRE # 01085147



Comparative Market Analysis

Hawk Trl, Shingle Springs, California 95682

# Suggested List Price

Analysis of the comparable properties suggests a list price of:

## \$650,000

### Comparable Averages *per Status*

**S** 7 Sold

**\$515,285**

**ADJ†** \$515,286 / sqft

134 Days on Market

**P** 1 Pending

**\$569,000**

3 Days on Market

**C** 1 Cancelled

**\$599,000**

287 Days on Market

**A** 4 Active

**\$652,000**

72 Days on Market

### Additional Notes

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data fields such as single-family or condo, number of bedrooms, number of baths, postal codes, and many other factors. Its purpose is to show fair market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

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## **EXHIBIT B-4**



July 13, 2022

To Whom It May Concern:

Regarding the property located at: 3369 Patterson Way; El Dorado Hills, CA 95672

The information provided by me, Debby Naiman, associated with Security Pacific Real Estate Brokerage for 34 + plus years, is true and correct from knowing the area and the current market analysis I have attached from the Sacramento Association of Realtors, Sacramento and El Dorado Counties.

The property is held in the name of: Ravenswood Investments Revocable Trust, Edward R Stolz II Trustee. The Trustee has 100% right to sell the property at any time.

There is No Loan on this property.

The subject property, located in a beautiful, serene neighborhood called Ridgeview Village. This unique custom home was one of the first, architectural-forward designs, in the neighborhood when built in 1976. The property is built on a great boulder, piers and has many levels inside and outside of the home. This 3 bedroom, 3 ½ bathroom home has a connected casita downstairs that can be accessed from the spiral staircase from the main kitchen and can also be accessed from its own entrance. The casita includes a kitchenette, murphy bed in a large open area and a full bathroom with a shower. There is private access down to the pool and spa.

During my extensive research, I have determined that the property should sell close to \$1,190,000.

Please feel free to contact me should anyone need further information.

Sincerely,

A handwritten signature in black ink, appearing to read 'Debby Naiman', written over a horizontal line.

Debby Naiman  
Security Pacific Real Estate  
License #: 01085147

**RAVENSWOOD INVESTMENTS REVOCABLE TRUST  
DATED AUGUST 17, 2000**

**TRUST CERTIFICATION**

1. I certify as the undersigned that I am the only currently acting Trustee of the Ravenswood Investments Revocable Trust dated August 17, 2000 (hereinafter the "Trust"). I am the Trustor of the Trust. As Trustor I may revoke or amend the trust.

2. Title to Trust assets should be held as follows:

**Edward R. Stolz, II, Trustee of the Ravenswood Investments Revocable Trust  
dated August 17, 2000.**

3. I have the power to act as Trustee under the Trust.

4. The Trust is in full force and effect. As of the date of this certification the Trust has not been revoked, modified, or amended in any manner which would cause the representations contained in this certification of the Trust to be incorrect.

5. This certification shall be sufficient on its face, instead of providing a copy of the Trust instrument to establish the existence of the Trust. No person shall be put to any further inquiry concerning the authority of the Trustee to so act. Any transaction entered into by a person acting in reliance upon this certification shall be enforceable against the trust assets.

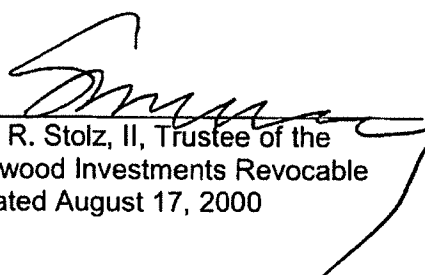
6. Probate Code section 18100.5(h) provides that any person refusing to accept this certification shall be liable for damages, including attorney's fees, if the court determines that the person acted in bad faith.

7. U.S. Treasury Regulations allow a Trustor/Trustee to use the Trustor's social security number instead of a separate tax identification number.

8. Photocopies of this original certification shall be deemed to be an original counterpart of this certification.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Signed on 8-21-19, at RIVERSIDE CA, California.

  
Edward R. Stolz, II, Trustee of the  
Ravenswood Investments Revocable  
Trust dated August 17, 2000

This certificate is attached to a 1 page document dealing with/entitled TRUST CERTIFICATION and dated 8/21/19.

### California ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California

County of RIVERSIDE

On August 21, 2019 before me,

RACHAEL DOMINGUEZ, NOTARY PUBLIC (here insert name and title of the officer),

personally appeared EDUARDO R. STOLL, who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

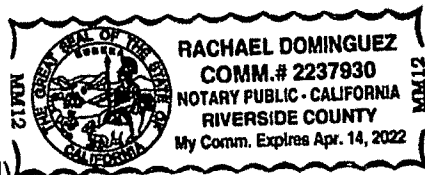
I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature

[Signature]

(Seal)



Rev. 2017

3369 Patterson Way, El Dorado Hills, CA 95762-4419, El Dorado County

APN: 120-164-006-000 CLIP: 6586811612

MLS Beds	3	MLS Full Baths	3	Half Baths	1	MLS Sale Price	\$400,000	MLS Sale Date	01/13/2000
MLS Sq Ft	3,740	Lot Sq Ft	12,632	Yr Built	1976	Type	SFR		

## OWNER INFORMATION

Owner Name	Tours Irene M & Ravenswood Investments	Tax Billing Zip	95628
Tax Billing Address	11707 Fair Oaks Blvd #300	Tax Billing ZIP + 4 Code	2848
Tax Billing City & State	Fair Oaks, CA	Owner Occupied	No

## TAX INFORMATION

APN	120-164-006-000	Lot #	113
Tax Area	054007	% Improved	82%
Water Tax Dist	El Dorado Hills		
Legal Description	L 113		

## ASSESSMENT &amp; TAX

Assessment Year	2021	2020	2019
Assessed Value - Total	\$528,973	\$523,530	\$513,286
Assessed Value - Land	\$97,435	\$96,436	\$94,546
Assessed Value - Improved	\$431,538	\$427,114	\$418,740
YOY Assessed Change (\$)	\$5,423	\$10,264	
YOY Assessed Change (%)	1.04%	2%	
Tax Year	Total Tax	Change (\$)	Change (%)
2019	\$6,840		
2020	\$7,398	\$549	8.02%
2021	\$7,469	\$100	1.35%

## CHARACTERISTICS

Lot Acres	0.29	Cooling Type	Central
Lot Sq Ft	12,632	Heat Type	Heat Pump
Style	Contemporary	Parking Spaces	2
Building Sq Ft	3,740	Garage Type	Garage/Carport
Stories	1	Floor Material	Wood Shake
Condition	Average	Construction	Frame
Quality	Excellent	Exterior	Wood Siding
Total Units	1	Pool	Pool
Total Rooms	8	Year Built	1976
Bedrooms	3	Effective Year Built	1976
Total Baths	4	Laundry Room	Laundry Room, Shed
Full Baths	2	Other Rooms	Family Room, Dining Room, Atrium
Half Baths	1	Equipment	Range Oven, Dishwasher, Disposal
Fireplace	2	Subtype Type	Single Family
Fireplace Count	1	County Use Code	Residential Imprvd To 2.5 Ac
Water	Public	Universal Land Use	SFR
Sewer	Public Service	# of Buildings	1

## LISTING INFORMATION

Listing Number	120904210	Listing Date	12/13/1999
Status	Closed	Selling Date	01/13/2000
Status Change Date	01/13/2000	Selling Price	\$400,000
Listing Date	12/05/1999	Selling Office Name	CENTURY 21 SELECT REAL ESTATE
Listing Price	\$450,000	Selling Broker Name	LYON RE EL DORADO HILLS
Original Listing Price	\$425,000		

## LAST MARKET SALE &amp; SALES HISTORY

Recording Date	08/25/2000	File Type	Full
Settle Date	Tax: 06/15/2000 MLS: 01/13/2000	Deed Type	Grant Deed

Property Details: Century 21 Select Real Estate, Inc.

Report Date: 09/27/2022

This data and any other report is compiled by, and subject to the policies of, the data provider. The data is not to be used for any purpose other than that for which it was originally intended. The data is not to be used for any purpose other than that for which it was originally intended.

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# Comparative Market Analysis

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**3369 Patterson Way, El Dorado Hills, California  
95762**

**Tours Irene M & Ravenswood  
Investments**

JULY 13, 2022

Debby Naiman

Security Pacific Real Estate Brokerage

# Debby Naiman

## Debby Naiman

License #: 01085147

### Affiliation:

- Security Pacific Real Estate Brokerage

### Experience:

- 34+ Years Associated with Security Pacific Real Estate
- Residential, Commercial, Land, Lease Acquisition
- Continuing Real Estate Education; Ongoing

### Professional Associations:

- Executive Council
- Masters Club
- Sacramento Association of Realtors
- California Association of Realtors
- National Association of Realtors
- Palm Springs Association of Realtors

Debby Naiman

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Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

# Security Pacific Real Estate Brokerage

Our company, Security Pacific Real Estate Brokerage, is a multifaceted business that operates with you, the customer, at the forefront of our day-to-day operations. We are well known and respected in the community and our philosophies are based on both honesty and integrity. As a client centered business, you will receive personal service and be backed by a reputable company.

We implement multi-level marketing strategies that benefit our clients with every transaction. Our real estate agents have extensive access to information about the communities in which they deal. This includes, but is not limited to: schools, populations, recreation, entertainment, home values, growth potential and surrounding areas. Many agents live in the areas we serve and therefore can more accurately overcome potential obstacles and focus on the unique needs of our clients.

Our commercial division is well-equipped to provide today's growing number of real estate investors with opportunities for both income and commercial properties.

The real estate market is always changing and as a result, our agents regularly attend training sessions and events to further their knowledge and be sure that they are focusing on current conditions that affect today's buyers and sellers. This type of training is imperative if we are to be successful in obtaining top dollar on home sales. Our goal is to make sure that we satisfy the special needs of all of our clients and at the same time make the process and transactions go as smoothly as possible.

Our company is dedicated to maintaining a professional, trustworthy relationship with our clients. One way this can be seen is through this Comparative Market Analysis (CMA) which you hold in your hand. This CMA compiles the most current and accurate information relevant to the sale of your home. Seeing that this is perhaps your most valuable asset, it is imperative that you be equipped with the most complete information possible related to the pricing and marketing of your home.

Debby Naiman

Security Pacific Real Estate Brokerage  
REinfo4U@comcast.net | DRE # 01085147

# What is a CMA

No two homes are identical, which is why choosing a sales price or offer price for a home can be challenging. That's where the comparative market analysis, or CMA, is most useful.

## What is a CMA?

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data such as type of home, number of bedrooms, number of baths, lot size, neighborhood, property condition and features, and many other factors. The purpose is to show estimated market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

## How is the CMA created?

CMAs are generated by using property information from your real estate agent's multiple listing service (MLS). The MLS is available to licensed members only, including brokers, salespeople, and appraisers, who pay dues to gain access to the service's public and proprietary data, including tax roll information, sold transactions, and listings input by all cooperating MLS members. Listing agents generate CMAs for their sellers, and buyer's agents create them for their buyers so both sides know what current market conditions are for the homes they're interested in comparing.

## How accurate are CMAs?

The CMA is a here-and-now snapshot of the market, based on the most recent data available, but it can instantly be rendered obsolete by a new listing, or a change of status in a home with the same criteria. Why? The market is constantly changing - new listings, pending sales, closed sales, price reductions, and expired listings.

CMAs can vary widely, depending on the knowledge and skill of the person creating the CMA as well as the number and type of data fields that are chosen. That means some features may not be included.

As informative as the CMA is, it should only be used as a tool and should not substitute for your real estate professional's knowledge and advice.

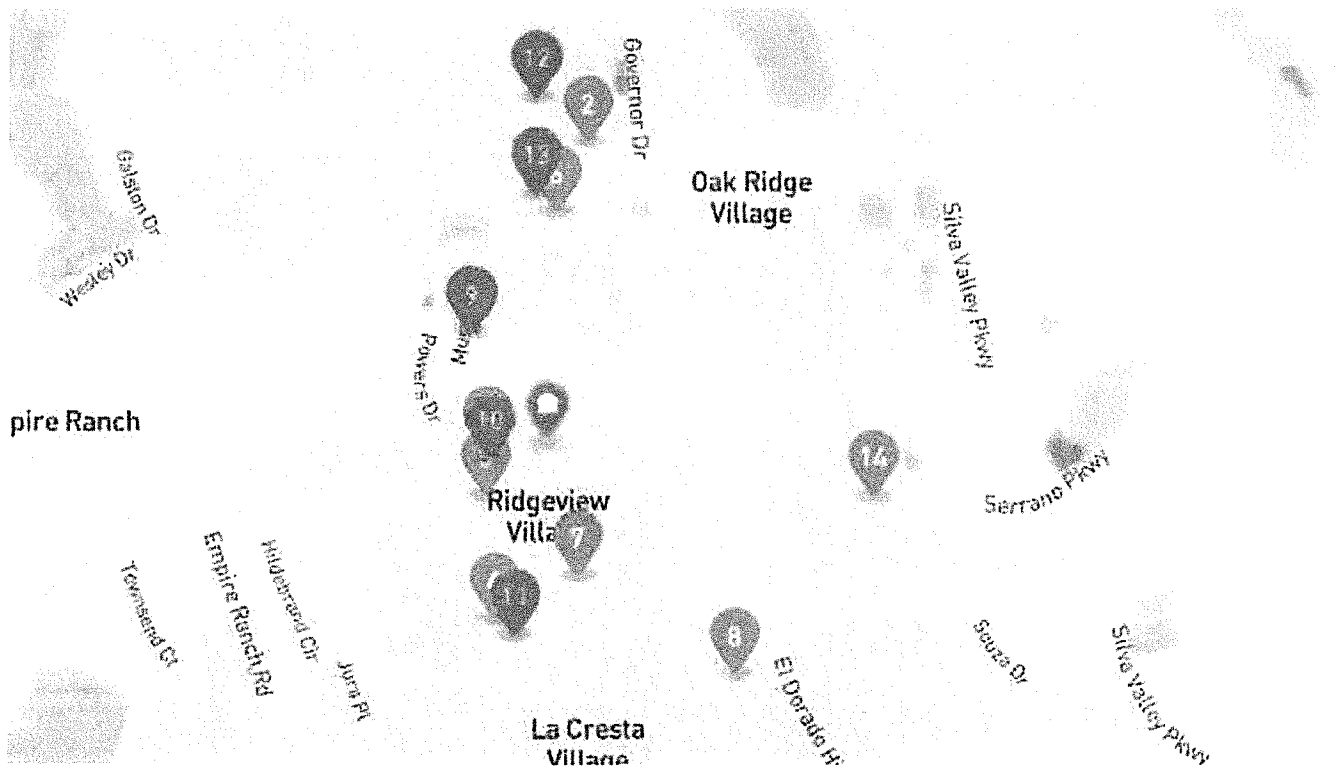
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Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

# Map of Comparable Listings

STATUS: **S** = CLOSED **B** = PENDING BRING BACKUP **A** = ACTIVE

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQFT	PRICE
1	<b>Subject</b>		<b>3369 Patterson Way</b>	<b>3</b>	<b>3.00</b>	<b>3,740</b>	<b>-</b>
2	222045413	<b>S</b>	2990 Ridgeview Drive	4	3.00	2,365	\$815,500
3	222018506	<b>S</b>	3365 Ridgeview Drive	4	2.00	2,568	\$905,000
4	222027868	<b>S</b>	601 Powers Drive	3	2.00	2,095	\$995,000
5	222062113	<b>S</b>	3404 Ridgeview Drive	4	2.00	2,872	\$1,000,000
6	222020816	<b>S</b>	2075 Moonstone Circle	4	3.00	3,500	\$980,000
7	222051523	<b>S</b>	3527 Ridgeview Drive	3	2.00	2,744	\$879,000
8	222002869	<b>S</b>	946 Big Sur Court	4	3.00	2,184	\$830,000
9	222074610	<b>B</b>	232 Muse Drive	4	4.00	3,634	\$1,195,000
10	222067947	<b>A</b>	3373 Ridgeview Drive	3	2.00	2,669	\$960,000
11	222088288	<b>A</b>	3550 Rocky Ridge Way	4	2.00	2,458	\$1,350,000
12	222083963	<b>A</b>	2147 Shelby Circle	4	3.00	3,130	\$1,099,000
13	222047878	<b>A</b>	2052 Moonstone Circle	4	3.00	4,006	\$1,189,000

Debby Naiman

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Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

14	222055938		4135 Meadow Wood Drive	5	3.00	3,067	\$1,200,000
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Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

# Summary of Comparable Properties

## **S** SOLD LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
2990 Ridgeview Drive	6/3/22	4	3.00	2,365	\$815,500	\$345
3365 Ridgeview Drive	3/30/22	4	2.00	2,568	\$905,000	\$352
601 Powers Drive	5/12/22	3	2.00	2,095	\$995,000	\$475
3404 Ridgeview Drive	6/17/22	4	2.00	2,872	\$1,000,000	\$348
2075 Moonstone Circle	5/24/22	4	3.00	3,500	\$980,000	\$280
3527 Ridgeview Drive	5/18/22	3	2.00	2,744	\$879,000	\$320
946 Big Sur Court	2/4/22	4	3.00	2,184	\$830,000	\$380
4135 Meadow Wood Drive	6/13/22	5	3.00	3,067	\$1,200,000	\$391
Averages				2,674	\$950,562	\$361

## **B** BACKUP OFFER LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
232 Muse Drive	-	4	4.00	3,634	\$1,195,000	\$329
Averages				3,634	\$1,195,000	\$329

## **A** ACTIVE LISTINGS

ADDRESS	SOLD DATE	BEDS	BATHS	SQFT	PRICE	\$/SQ.FT
3373 Ridgeview Drive	-	3	2.00	2,669	\$960,000	\$360
3550 Rocky Ridge Way	-	4	2.00	2,458	\$1,350,000	\$549
2147 Shelby Circle	-	4	3.00	3,130	\$1,099,000	\$351
2052 Moonstone Circle	-	4	3.00	4,006	\$1,189,000	\$297
Averages				3,065	\$1,149,500	\$389

Debby Naiman

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## Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

## Comparable Properties

Photo not available

**3369 Patterson Way**

El Dorado Hills, Californ...

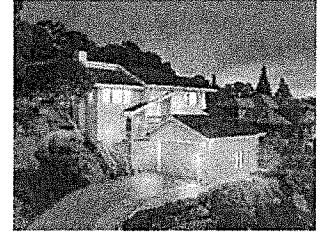
SUBJECT PROPERTY

**2990 Ridgeview Drive**

El Dorado Hills, CA 95762

**CLOSED** 6/3/22**3365 Ridgeview Drive**

El Dorado Hills, CA 95762

**CLOSED** 3/30/22**601 Powers Drive**

El Dorado Hills, CA 95762

**CLOSED** 5/12/22

## Details

MLS #	-	MLS #	222045413	MLS #	222018506	MLS #	222027868
List Price	-	List Price	\$829,000	List Price	\$779,000	List Price	\$989,000
Sold Price	-	Sold Price	\$815,500	Sold Price	\$905,000	Sold Price	\$995,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	6/3/22	Sold Date	3/30/22	Sold Date	5/12/22
\$/Sold	-	\$/Sqft	\$345	\$/Sqft	\$352	\$/Sqft	\$475
DOM	-	DOM	49	DOM	6	DOM	24
Year Built	1976	Year Built	1992	Year Built	1977	Year Built	1986
Sqft	3,740	Sqft	2,365	Sqft	2,568	Sqft	2,095
Lot Size (sqft)	12,632	Lot Size (sqft)	10,019	Lot Size (sqft)	13,068	Lot Size (sqft)	20,038
Area	-	Area	12602	Area	12602	Area	12602
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	-	Style	Traditional	Style	-
Taxes	7489	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	4	Beds	4	Beds	3
Baths	3.00	Baths	3.00	Baths	2.00	Baths	2.00
Garages	-	Garages	3	Garages	2	Garages	2
Acres	0.29	Acres	0.23	Acres	0.3	Acres	0.46

Debby Naiman

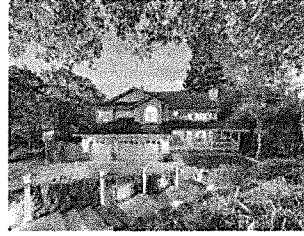
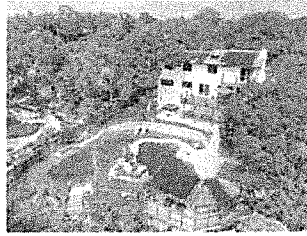
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Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

# Comparable Properties

Photo not available



## 3369 Patterson Way

El Dorado Hills, Californ...

SUBJECT PROPERTY

## 3404 Ridgeview Drive

El Dorado Hills, CA 95762

**CLOSED** 6/17/22

## 2075 Moonstone Circle

El Dorado Hills, CA 95762

**CLOSED** 5/24/22

## 3527 Ridgeview Drive

El Dorado Hills, CA 95762

**CLOSED** 5/18/22

### Details

MLS #	-	MLS #	222062113	MLS #	222020816	MLS #	222051523
List Price	-	List Price	\$949,900	List Price	\$970,500	List Price	\$879,000
Sold Price	-	Sold Price	\$1,000,000	Sold Price	\$980,000	Sold Price	\$879,000
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	6/17/22	Sold Date	5/24/22	Sold Date	5/18/22
\$/Sold	-	\$/Sqft	\$348	\$/Sqft	\$280	\$/Sqft	\$320
DOM	-	DOM	5	DOM	42	DOM	5
Year Built	1976	Year Built	1978	Year Built	1990	Year Built	1975
Sqft	3,740	Sqft	2,872	Sqft	3,500	Sqft	2,744
Lot Size (sqft)	12,632	Lot Size (sqft)	14,375	Lot Size (sqft)	13,939	Lot Size (sqft)	10,454
Area	-	Area	12602	Area	12602	Area	12602
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	-	Style	Traditional	Style	Contemporary
Taxes	7489	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	4	Beds	4	Beds	3
Baths	3.00	Baths	2.00	Baths	3.00	Baths	2.00
Garages	-	Garages	3	Garages	3	Garages	2
Acres	0.29	Acres	0.33	Acres	0.32	Acres	0.24

Debby Naiman

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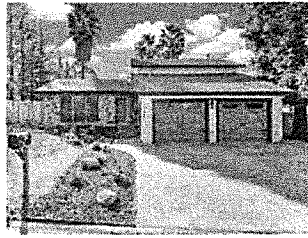
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Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

# Comparable Properties

Photo not available



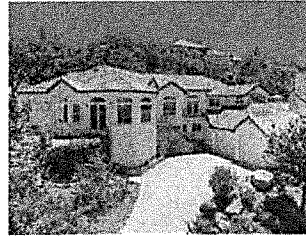
## 3369 Patterson Way

El Dorado Hills, Californ...

SUBJECT PROPERTY

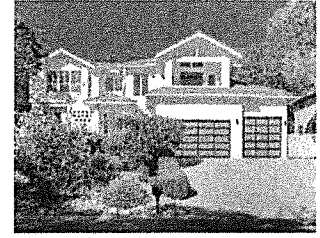
## 946 Big Sur Court

El Dorado Hills, CA 95762

**CLOSED** 2/4/22

## 232 Muse Drive

El Dorado Hills, CA 95762

**PENDING BRING BACKUP** 6/26/22

## 3373 Ridgeview Drive

El Dorado Hills, CA 95762

**ACTIVE** 5/24/22

### Details

MLS #	-	MLS #	222002869	MLS #	222074610	MLS #	222067947
List Price	-	List Price	\$789,000	List Price	\$1,195,000	List Price	\$960,000
Sold Price	-	Sold Price	\$830,000	Sold Price	-	Sold Price	-
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	2/4/22	Sold Date	-	Sold Date	-
\$/Sold	-	\$/Sqft	\$380	\$/Sqft	\$329	\$/Sqft	\$360
DOM	-	DOM	1	DOM	19	DOM	43
Year Built	1976	Year Built	1977	Year Built	1999	Year Built	1991
Sqft	3,740	Sqft	2,184	Sqft	3,634	Sqft	2,669
Lot Size (sqft)	12,632	Lot Size (sqft)	13,068	Lot Size (sqft)	17,860	Lot Size (sqft)	11,326
Area	-	Area	12602	Area	12602	Area	12602
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Traditional, Farmhouse	Style	Contemporary	Style	-
Taxes	7489	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	4	Beds	4	Beds	3
Baths	3.00	Baths	3.00	Baths	4.00	Baths	2.00
Garages	-	Garages	2	Garages	3	Garages	3
Acres	0.29	Acres	0.3	Acres	0.41	Acres	0.26

Debby Naiman

Security Pacific Real Estate Brokerage

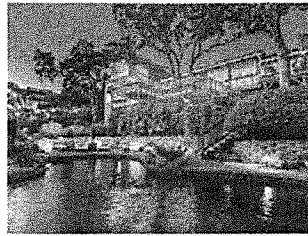
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Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

# Comparable Properties

Photo not available



## 3369 Patterson Way

El Dorado Hills, Californ...

SUBJECT PROPERTY

## 3550 Rocky Ridge Way

El Dorado Hills, CA 95762

**ACTIVE** 7/13/22

## 2147 Shelby Circle

El Dorado Hills, CA 95762

**ACTIVE** 6/23/22

## 2052 Moonstone Circle

El Dorado Hills, CA 95762

**ACTIVE** 4/19/22

### Details

MLS #	-	MLS #	222088288	MLS #	222083963	MLS #	222047878
List Price	-	List Price	\$1,350,000	List Price	\$1,099,000	List Price	\$1,189,000
Sold Price	-	Sold Price	-	Sold Price	-	Sold Price	-
Adjusted Price	-	Adjusted Price	-	Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	-	Sold Date	-	Sold Date	-
\$/Sold	-	\$/Sqft	\$549	\$/Sqft	\$351	\$/Sqft	\$297
DOM	-	DOM	-	DOM	20	DOM	21
Year Built	1976	Year Built	1979	Year Built	1997	Year Built	1996
Sqft	3,740	Sqft	2,458	Sqft	3,130	Sqft	4,006
Lot Size (sqft)	12,632	Lot Size (sqft)	14,810	Lot Size (sqft)	10,890	Lot Size (sqft)	25,700
Area	-	Area	12602	Area	12602	Area	12602
Subdivision	-	Subdivision	-	Subdivision	-	Subdivision	-
Style	-	Style	Contemporary	Style	Contemporary	Style	Mediterranean
Taxes	7489	Taxes	-	Taxes	-	Taxes	-
Beds	3	Beds	4	Beds	4	Beds	4
Baths	3.00	Baths	2.00	Baths	3.00	Baths	3.00
Garages	-	Garages	2	Garages	3	Garages	3
Acres	0.29	Acres	0.34	Acres	0.25	Acres	0.59

Debby Naiman

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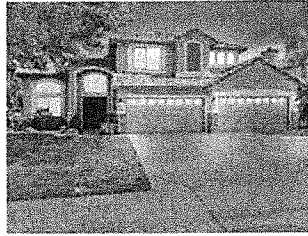


Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

# Comparable Properties

Photo not available



## 3369 Patterson Way

El Dorado Hills, Californ...

SUBJECT PROPERTY

## 4135 Meadow Wood Drive

El Dorado Hills, CA 95762

CLOSED 6/13/22

### Details

MLS #	-	MLS #	222055938
List Price	-	List Price	\$1,200,000
Sold Price	-	Sold Price	\$1,200,000
Adjusted Price	-	Adjusted Price	-
Sold Date	-	Sold Date	6/13/22
\$/Sold	-	\$/Sqft	\$391
DOM	-	DOM	11
Year Built	1976	Year Built	1997
Sqft	3,740	Sqft	3,067
Lot Size (sqft)	12,632	Lot Size (sqft)	9,148
Area	-	Area	12602
Subdivision	-	Subdivision	-
Style	-	Style	Contemporary
Taxes	7489	Taxes	-
Beds	3	Beds	5
Baths	3.00	Baths	3.00
Garages	-	Garages	4
Acres	0.29	Acres	0.21

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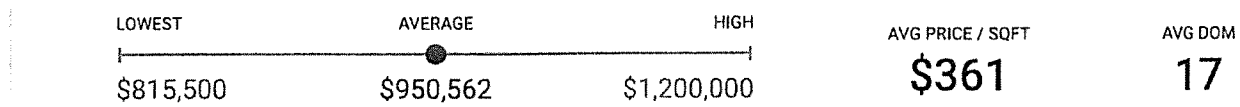
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Comparative Market Analysis

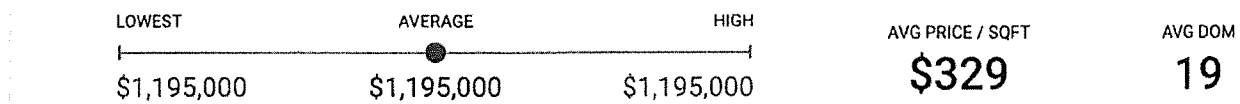
3369 Patterson Way, El Dorado Hills, California 95762

# Comparable Property Statistics

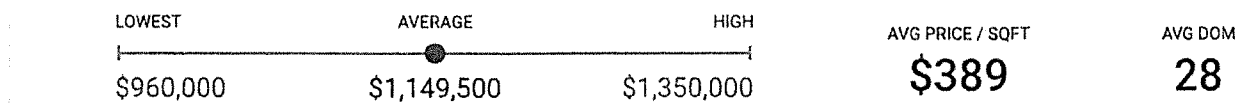
## S 8 Sold Listings



## B 1 Backup Offer Listings



## A 4 Active Listings



Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

# Sold Property Analysis

## Averages

# 103.0%

Homes sold for an average of 103.0% of their list price.

# 17

Days on market

It took an average of 17 days for a home to sell.

## Analysis

ADDRESS	ORIG LIST PRICE	SOLD PRICE	% OF ORIG LIST PRICE	DOM	\$ PER SQFT
2990 Ridgeview Drive	\$839,000	\$815,500	97.20%	49	\$345
3365 Ridgeview Drive	\$779,000	\$905,000	116.17%	6	\$352
601 Powers Drive	\$989,000	\$995,000	100.61%	24	\$475
3404 Ridgeview Drive	\$949,900	\$1,000,000	105.27%	5	\$348
2075 Moonstone Circle	\$990,500	\$980,000	98.94%	42	\$280
3527 Ridgeview Drive	\$879,000	\$879,000	100.00%	5	\$320
946 Big Sur Court	\$789,000	\$830,000	105.20%	1	\$380
4135 Meadow Wood Drive	\$1,200,000	\$1,200,000	100.00%	11	\$391
<b>Averages</b>	<b>\$926,925</b>	<b>\$950,562</b>	<b>102.55%</b>	<b>17</b>	<b>\$361</b>

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Comparative Market Analysis

3369 Patterson Way, El Dorado Hills, California 95762

# Suggested List Price

Analysis of the comparable properties suggests a list price of:

**\$1,190,000**  
\$318 / sqft

## Comparable Averages per Status

**S** 8 Sold

**\$950,562** \$361 / sqft

**ADJ T** \$950,563 \$361 / sqft

17 Days on Market

**B** 1 Backup Offer

**\$1,195,000** \$329 / sqft

19 Days on Market

**A** 4 Active

**\$1,149,500** \$389 / sqft

28 Days on Market

## Additional Notes

The CMA is a side-by-side comparison of homes for sale and homes that have recently sold in the same neighborhood and price range. This information is further sorted by data fields such as single-family or condo, number of bedrooms, number of baths, postal codes, and many other factors. Its purpose is to show fair market value, based on what other buyers and sellers have determined through past sales, pending sales and homes recently put on the market.

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